FOREIGN COMMERCE

WEEKLY

February 12, 1962

U. S. Department of Commerce, Washington 25, D. C.

VOLUME 67, NUMBER 7

18754

4 - FEB 13 1962
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Foreign Commerce Weekly

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Tri-State Conference on Exports Set in Mississippi in February

A SERIES of trade clinics designed to promote the nation's economic health through expanded exports are being held in selected Southern communities. The clinic program is a vital part of the Commerce Department's National Export Expansion Program.

Greenville, Miss., will be the host city for the next export clinic on February 14. Representatives of manufacturing and agricultural firms in Mississippi, Louisiana, and Arkansas will learn how to locate potential markets abroad.

Under the leadership of the Louisiana-Mississippi Regional Export Expansion Committee (REEC), successful clinics already have met in Gulfport and Jackson, Miss., and the Louisiana cities of Baton Rouge, New Orleans, Shreveport, and most recently, Lafayette.

The list of outstanding cosponsors to the Lafayette clinic provides a significant example of the excellent cooperation given the efforts of the Louisiana-Mississippi REEC. These included: The Department of Economics and Finance, University of Southwestern Louisiana; Greater Lafayette Chamber of Commerce; Allied Rice Millers of Louisiana, Inc.; Rice Millers Association; and the Field Service Office of the U.S. Department of Commerce.

Drawn from a radius of 75 miles, more than 120 persons attended the Lafayette Clinic.

Principal Aim to Inform

ONE of the principal aims of the clinics is to outline to manufacturing firms not now in the export business, the advantages of, and avenues for, participating in international trade.

Speaking for the U.S. Department of Commerce, Joseph L. Dougherty, Deputy Director, Business Service Division, Bureau of International Business Operations, said the Department is prepared to assist U.S. manufacturers, exporters, or anyone else in their efforts to find markets for their products in foreign countries. "There is a great, untapped source of informational assistance in the Department of Commerce, both in Washington and in the Field Offices," he stated.

Bruno M. Trevino, associate professor of economics and international trade, University of Southwestern Louisiana, pointed out that there has been a $2-$3-billion deficit annually in our balance of international payments. He said, "A critical factor in our balance of payments, in the years ahead, will be our need to create a foreign trade surplus—our need to expand our exports. The contribution of exports to U.S. economic strength is clear. It provides employment, lowers costs of production and prices, and adds profits."

Clinic Covers Wide Range

THE wide range of factors involved in exportation which were covered by the clinic is illustrated by some of the subjects discussed and the speakers presented.

"The Role of the Steamship Carrier in Export Promotion" was the subject of a talk by A. C. Cocke, vice president of Lykes Bros. Steamship Lines, New Orleans, La.

J. Richard Patten, Deputy Chief, Private Capital Participation Division, Export-Import Bank, gave an "Outline of Programs for Assistance to Exporters Through FCIA and Eximbank."

"World Markets for Rice—A Principal Export Commodity of This Area" was of special interest to agricultural exporters of the Louisiana region. The subject was covered by Dexter V. Rivenburgh, rice marketing specialist for the U.S. Department of Agriculture.

Also of interest to Louisiana exporters was the talk by Dr. Alfonso L. Fors, agricultural consultant and export director of J. & L. Engineering Co., Jeanerette, La. He told of the first international sugarcane mechanization seminar.

Both manufacturer and agricultural exporters were helped by the talk by Elton J. Beaullieu, president of the First National Bank, Jeanerette, La. His remarks were on "Financing Louisiana Exports."

Now, the Louisiana-Mississippi Export Expansion Committee looks forward eagerly to further success at the Tri-State Conference on Exports at Greenville, Miss. The Committee will be joined in cosponsorship by the Memphis REEC along with the Greenville Chamber of Commerce; the Delta Council; the Port of Greenville; and the office of the Small Business Administration in Jackson, Miss. Edwin A. Leland, Jr., Field Office Manager, U.S. Department of Commerce Field Office, New Orleans, will serve as moderator.

Concerns and individuals wishing to attend the Greenville clinic and desiring additional information should write to C. E. Landrum, manager, Greenville Chamber of Commerce, P.O. Box 933, Greenville, Miss.

Foreign Trade of Rumania: 1920-60

By William F. Donnelly

Sino-Soviet Division
Bureau of International Programs

AMONG the countries of the world, Rumania's foreign trade turnover of $1.4 billion ranked 36th in 1960 and was comparable in total value to the trade of Yugoslavia, Spain, or the Phillippines.

Rumania, by world standards is not a principal trading country; however, the increase in Rumanian foreign trade in recent years and, particularly, the export of petroleum products, has drawn attention to the country as a competitor in western markets.

An examination of post World War II Rumanian foreign trade is complicated by the lack of a valid exchange rate from the Rumanian lei to the dollar and the inadequacy of data on Rumanian commodity reparations to the Soviet Union in the postwar years. Despite these limitations, this article presents and analyzes the available data on Rumanian foreign trade in the four decades since World War I.

Rumania was a kingdom until December 1947 when King Michael abdicated under communist pressure and the legislature proclaimed the country a "people's" republic. Prior to 1947, the foreign trade of Rumania was primarily with Western Europe and its East European neighbors. This trade was conducted in part by the Government and by several thousand private traders. Exports in the years 1920-40 inclusive averaged $203 million while imports averaged $187 million. In this 20-year period, trade with the Soviet Union was insignificant, while trade with the United States, although greater than with the Soviet Union, never exceeded a total turnover (imports plus exports) of $12 million.

During most of World War II, Rumania was allied with Germany and, as a result, its foreign trade was primarily with the Axis countries. From August 1944, however, when the German army withdrew from Rumania, until December 1947, communist influence rose rapidly and trade with the Soviet Union increased correspondingly. After December 1947, following the formation of the Rumanian People's Republic, nationalization and governmental planning increased while private enterprise and ownership declined. These developments and the new orientation of the Rumanian Government altered the composition and direction of Rumanian foreign trade. Since 1948 foreign trade is a state monopoly in Rumania.

The data in table 1 show Rumanian trade for single years, 1920-60, except for the war period 1941-46. The decline in foreign trade in the 1930's reflects the world-wide depression during that decade. The table shows that Rumanian foreign trade has increased steadily since 1947. By 1952, foreign trade turnover totaled $625 million and apparently exceeded the average yearly turnover for 1925-29, which was $583 million. (The value figures are in current dollars and consequently exact comparisons with pre-World War II data are not possible.) Foreign trade turnover by 1960 totaled $1.4 billion, a significant level for Rumania, although considerably less than 1% of the estimated total world trade that year.

Changes in Trade Pattern

The post World War II shift in Rumanian foreign trade away from prewar traditional trading partners is clearly shown in tables 1 and 2. In 1939, 81% of Rumanian trade turnover was with countries (excluding the part of Germany now designated the Soviet Zone of Germany) which are now outside the Sino-Soviet bloc. Trade turnover with the Soviet Union was negligible from 1920 to 1939 and totaled less than $500,000 in 1939. By 1950, however, there was a complete reversal of the 1939 trade pattern; 83% of Rumanian trade was with the Sino-Soviet bloc, two-thirds ($253 million) of which was with the Soviet Union. From 1950 to 1960, the share of the Sino-Soviet bloc in Rumanian foreign trade varied between a high of 86% in 1952 to a low of 69% in 1956. The Sino-Soviet bloc in 1960 accounted for almost three quarters of Rumania's trade, over half ($542 million) of which was with the Soviet Union.

Among the non-Sino-Soviet bloc countries currently trading with Rumania, in order of importance, are the German Federal Republic, France, Italy, Great Britain, and Austria. In 1960, trade with the German Federal Republic accounted for 8% of Rumanian foreign trade and trade with France accounted for 3%.

Commodity Composition

Rumanian prewar exports consisted largely of cereals and vegetable products, petroleum and petroleum products, animals and animal products, and timber and wood manufactures. Petroleum and petroleum products, based on value, accounted for 19% of Rumanian exports in 1920, 36% in 1930, and 41% in 1939.

Postwar Rumanian statistics lack sufficient detail and consequently it is not possible to calculate the percentage of Rumanian exports which are petroleum and petroleum products. Nevertheless, as shown in table 3, total petroleum exports are significant in quantity and annually averaged 44.3 million barrels in the period 1958-60. Approximately 13 million barrels were exported annually to countries outside the Sino-Soviet bloc, particularly to Egypt, Finland, France, the German Federal Republic, and Italy during this period. Cereals and vegetable products, and timber and wood manufactures continue to be important Rumanian exports but animals and animal products have declined in importance. Prewar Rumanian exports of machinery and equipment of various types were negligible; however, Rumania now claims exports of petroleum extracting and refining equipment, some types of industrial equipment, tractors, electric transformers and ball bearings.

Current Rumanian imports, although the quantities have varied, continue to parallel prewar imports and consist principally of industrial machinery, textile fibers, chemicals, iron and steel, and crude rubber.

U.S.-Rumanian Trade

Trade between the United States and Rumania has never been large. Prior to World War II trade turnover with the United States was the highest in 1937 when it totaled $11.9 million, 3%

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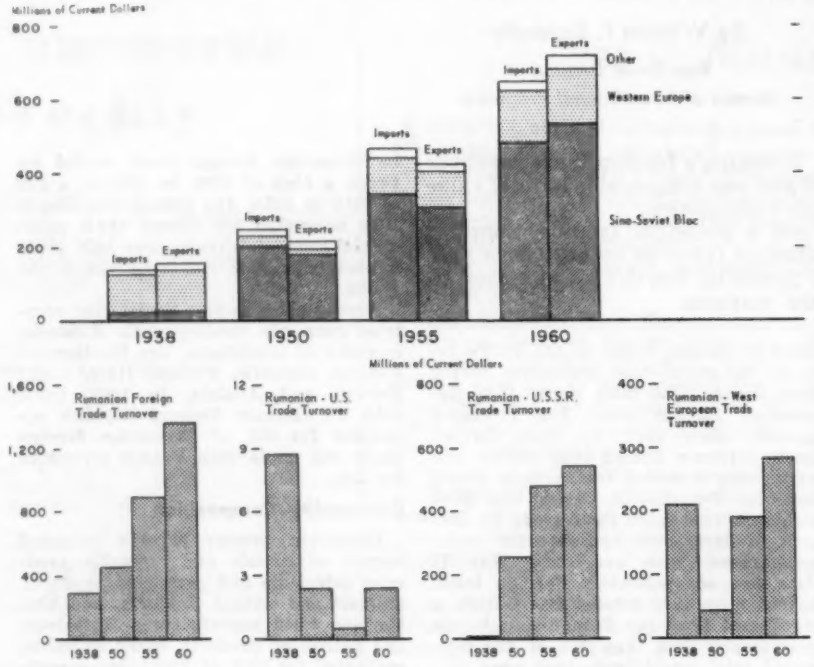
Foreign Trade of Rumania: 1938, 1950, 1955, and 1960



of Rumanian trade for that year. In the immediate postwar period, in 1947, trade turnover with the United States totaled $16 million; this figure, however, contains large UNRRA relief shipments. Since 1950, as shown in table 4, United States-Rumanian trade has been insignificant and below prewar levels; the most important year was 1959, when trade turnover totaled only $3 million.

Of U.S. exports to Rumania, in the years 1936 through 1938, 36% consisted of automobiles and parts, and 28% of machinery. Iron and steel, crude copper, cotton, and chemicals also were exported to Rumania. Since World War II, U.S. exports to Rumania have consisted primarily of seedcorn and small amounts of industrial machinery.

U.S. imports from Rumania, immediately prior to the war, were largely hides and skins with other imports being lumber, woodpulp, seeds, and canned meats. Since the war imports from Rumania have consisted of small amounts of items such as furs, spices, coal-tar, walnuts, and molasses.

Within the last 2 years the United States has concluded an agreement with Rumania relating to claims of United States nationals arising out of war damage, nationalization, commercial and financial debts, as well as an agreement regarding cultural and other exchanges to occur in 1961-62.

Table 1.—Foreign Trade of Rumania: 1920-60

[In millions of current dollars][1]

Year	Total		Principal Trading Regions			
			Sino-Soviet Bloc[4]		Western Europe[5]	
	Import	Export	Import	Export	Import	Export
1920–24[2]	198	174	n.a.	n.a.	n.a.	n.a.
1925–29[2]	293	290	n.a.	n.a.	n.a.	n.a.
1930–34[2]	147	187	n.a.	n.a.	n.a.	n.a.
1935	101	155	25	23	72	113
1936	93	160	18	21	68	118
1937	148	230	33	33	100	160
1938	137	158	24	27	100	108
1939	162	190	36	29	116	149
1940	115	154	n.a.	n.a.	n.a.	n.a.
1941–46[3]	...	...	...	...	...	...
1947	71	33	42	21	12	7
1948	126	146	76	98	20	37
1949	187	176	145	132	26	28
1950	244	212	200	180	27	14
1951	268	259	215	215	34	23
1952	327	298	275	263	48	26
1953	385	341	322	276	58	49
1954	338	350	251	262	70	71
1955	463	422	344	303	94	94
1956	352	395	235	279	91	91
1957	416	399	318	291	73	88
1958	482	468	380	337	68	96
1959	502	522	405	405	70	93
1960	648	717	480	531	138	145

n.a. not available.
[1] Table does not make allowances for territorial changes.
[2] Annual averages.
[3] World War II and immediate postwar adjustment.
[4] For 1935–1939 trade with the Soviet Union, Bulgaria, Czechoslovakia, Hungary, and Poland. The latter four countries were not members of the Sino-Soviet bloc at that time. These data, for 1935–1939, understate the actual trade with this region to the extent that it is not possible to separate Rumania's trade with the part of Germany now designated as the Soviet Zone of Germany.
[5] Including Yugoslavia and Turkey.
Sources: U.S. Department of Commerce and official statistics of the Rumanian Government and the Government of the U.S.S.R.

Table 2.—Rumanian-Soviet Union Foreign Trade: 1920-60

[In millions of current dollars]

Year	Rumanian exports to U.S.S.R.	Rumanian imports from U.S.S.R.
1920–24[1]	2	1
1925–29[1]	(*)	1
1930–34[1]	(*)	2
1935	(*)	1
1936	(*)	(*)
1937	(*)	(*)
1938	(*)	(*)
1939	none	(*)
1940	(*)	5
1941–45[2]	...	...
1946	17	23
1947	n.a.	n.a.
1948	72	24
1949	n.a.	n.a.
1950	139	114
1951	n.a.	n.a.
1952	n.a.	n.a.
1953	n.a.	n.a.
1954	n.a.	n.a.
1955	210	268
1956	235	212
1957	190	251
1958	234	251
1959	240	232
1960	279	263

(*) Less than $500,000.
n.a. Not available.
[1] Annual averages.
[2] World War II and immediate postwar adjustment.
Sources: Official statistics of the Rumanian Government and the Government of the U.S.S.R.

(See Rumania, page 270)

U.S. Firms Offered Unexcelled Coverage

Export Insurance Plan Gets Under Way

EXPORT credit insurance matching or exceeding that offered by any other country is now available to American firms.

The long-awaited program sponsored and underwritten by the Export-Import Bank came into operation on February 5 when the operating organization, the Foreign Credit Insurance Association (FCIA), opened its doors for business.

Insurance policies issued by FCIA in cooperation with Export-Import Bank will cover both commercial credit and political risks on transactions resulting from U.S. export sales to buyers in friendly foreign countries. Initially, FCIA will provide insurance for short-term credit transactions, up to 180 days, or in special circumstances up to 1 year. Insurance for credit terms in excess of a year is being developed and will be offered soon.

Prepared in the International Finance Division, Bureau of International Programs, from material supplied by the Export-Import Bank.

Also planned for early announcement is a special "small exporter" comprehensive guarantee policy to encourage small firms to enter the export field or expand their export business. The guarantee contract will be available only to exporters whose direct exports in the preceding 12 months, were valued at less than $50,000. It will be limited to a term of 2 years, or a total of guaranteed exports of $100,000, whichever first occurs, and will not be renewable. A flat fee per $100 of invoice value will be charged.

The insurance will be available locally throughout the United States by the offices, agents, and brokers of the member companies of FCIA. Currently, 57 capital stock and mutual insurance companies are members. Membership is open to all responsible and qualified insurance companies.

Details of the program were announced January 30 by Harold F. Linder, President and Chairman of the Board of the Export-Import Bank of Washington, and Thomas H. Bivin, Chairman of the Governing Committee of FCIA. Mr. Linder stressed the program's value both as means of expanding exports and as an example of mutually beneficial cooperation between private enterprise and the government.

"This insurance coverage now offered to U.S. exporters," Mr. Linder said, "will provide export assistance fully equal to that provided by 18 overseas nations. Thus, it can be fairly said that this coverage is second to none and superior to most of that offered to our competitors in international trade. The plan is, I think, a most happy blending of Government and private endeavor in an area of vital concern to both our Government and American manufacturers.

"This concept of meeting the need for an insurance program through private companies is in keeping with the American free enterprise system," Mr. Linder added. "This program enables the exporter to purchase his credit insurance through a local agent or broker and eliminates any need for direct negotiations with the Export-Import Bank of Washington."

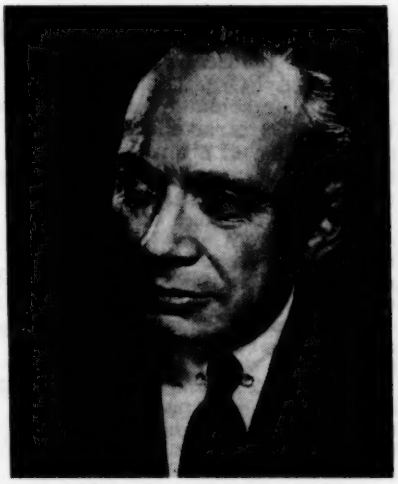
Mr. Bivin noted that, in addition to having loss risks covered, exporters will benefit in two other important ways: "They will be more disposed to extend credit to customers abroad and be better able to obtain from commercial banks more financing than if the accounts were not insured."

The underlying interest of the Government in increasing U.S. exports relates directly to its concern with the overall balance of our international payments. Balance-of-payments deficits can be attacked most directly through an increase in oversea sales of American goods.

On January 19, 1962, President Kennedy said, *"A 10% increase in exports and our balance-of-payments problem is defeated."* It is the aim and purpose of the FCIA and the Export-Import Bank to help increase the volume of U.S. exports through export credit insurance which both protects the exporter and places him in a better position to obtain financing for his transaction.

Foreign credit insurance does not itself provide the financing required by the insured exporter. Such financing is available from commercial banks and other private financial institutions.

Brochures describing the program in greater detail will be available within a few days at all agents and brokers of FCIA member companies and in U.S. Department of Commerce Field Offices.



Harold F. Linder, President & Chairman of the Board of Eximbank of Washington, D.C.

U.S. Exporters To Benefit From Insurance Program

THE beginning of operations under the new program came almost exactly a year after President Kennedy's call for development of new and better credit insurance facilities to expand American exports.

On February 6, 1961, in a balance-of-payments message to the Congress, the President directed the Export-Import Bank to take steps to further the assistance already being given to the export community, and to devise a program that would place U.S. exporters on a basis of full equality with their foreign competitors who were receiving assistance from respective foreign governments. The President also asked that ways be sought through which private financial institutions could participate more broadly in providing export credit facilities.

In March, a working group drawn from the Eximbank, the U.S. Department of Commerce, and the Treasury Department, plus consultants from U.S. insurance and banking firms, began to devise ways and means to carry out the President's directive. Foreign insurance plans and alternative forms a U.S. program might take were studied.

During the spring and summer of 1961 a series of negotiations and meet-

(See Exporters, page 270)

100% Underwriting by Eximbank For All FCIA Insurance Policies

POLICIES issued by FCIA will have Eximbank underwriting 100% of the political risks with FCIA and Eximbank sharing the credit risks with FCIA.

Credit or commercial risks to be covered include insolvency of the buyer and protracted default. Also covered will be political risks of inconvertibility of a foreign currency to dollars, cancellation or restriction of export or import licenses, expropriation, confiscation, war, civil commotion, or like disturbances.

Since the insurance offered by the members of FCIA and Eximbank is intended to reinforce and not replace sound credit judgments of the exporter, the insured retains a liability of 15% of any losses arising out of commercial credit risks and at least 5% of any losses arising out of political risks.

Political risk coverage of the FCIA short-term policy is as extensive and inclusive as any to be found among insurers of international trade transactions. For example, FCIA treats any external expropriation of or intervention in the buyer's business as a political risk and it is therefore covered to 95% of potential loss. Common practice abroad is to consider expropriation and intervention as simple default of payment with coverage of 85% of potential loss. Further, coverage against other acts of governments such as war, and civil war, is broader than is usual in delineating the elements of "political risks."

In supporting political risk claims, the exporter will be required to submit the *best evidence reasonably available to the insured* that the loss was covered by the policy.

The basic policy form provides insurance beginning on the date of shipment. An amendment to this policy providing cover from the date of the sales contract is also available. The contract form of policy will meet the needs of many exporters, particularly those who are fabricating to special order where the loss may occur before shipment, but after the contract is made.

Coverage is offered in most foreign nations except for the Soviet-bloc countries. Premium rates vary by country to which shipment is made and by credit terms extended to the buyer. Eligible markets are grouped in three classes depending upon the market climate.

Insurance rates for commercial and political cover may vary from $0.20 to $1.72 for short-term credits. These rates apply per $100 of gross invoice value of shipments. A deposit premium is required at inception and each policy will be subject to a minimum premium.

The insured reports each month and pays premiums on eligible shipments made during the preceding month of the policy term (normally 1 year).

The insured may elect at policy inception to include shipments to Canada and shipments under irrevocable bank letters of credit if payable in the United States.

Previous articles on the Export-Import Bank were published in Foreign Commerce Weekly on October 30, 1961, page 43, November 6, page 7, and January 29, page 145.

How To Make Application

To apply for foreign credit insurance an exporter obtains an application form through an insurance agent or broker or an FCIA member company. Submission of this form will constitute a formal request for a quotation. If the exporter elects to purchase the coverage described in the resulting quotation, he will submit to FCIA a signed copy of the policy together with the requisite deposit premium.

The policy will be subject to an overall aggregate limit of liability for the period of the policy (generally 1 year). Each short-term policy also will specify the maximum amount of credit outstanding to each buyer at any one time which will be covered by the policy.

Unless otherwise provided, all authorized credit limits, whether discretionary or special, will apply separately to each buyer on a revolving basis, i.e., as payments are made for earlier shipments, the credit limit becomes valid for further business.

The insured will declare and pay a premium on all of his business involving eligible shipments including any credit sales made in excess of agreed credit ceilings for the following reasons:

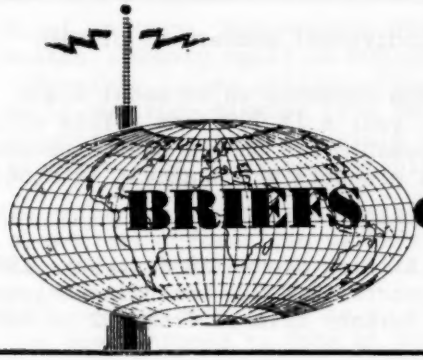
- As payments are received from a particular buyer the totals outstanding are reduced to a point where the "excess business" will come within the scope of the credit limit.
- The credit limit authorized by FCIA in its opinion represents the limit of

(See Underwriting, page 241)

Member Companies Of FCIA

(January 11, 1962)

Aetna Casualty & Surety Co.
Aetna Insurance Co.
Allstate Insurance Co.
American Casualty Co. of Reading, Pa.
American Employers' Insurance Co.
American Home Assurance Co.
Atlantic Mutual Insurance Co.
Boston Insurance Co.
Camden Fire Insurance Association
Celina Mutual Insurance Co.
Cincinnati Insurance Co.
Commercial Union Insurance Co. of New York
Consolidated Mutual Insurance Co.
Continental Casualty Co.
Empire Mutual Insurance Co.
Employers Mutual Liability Insurance Co.
Firemen's Fund Insurance Co.
Firemen's Insurance Co. of Newark, N.J.
General Insurance Co. of America
Great American Insurance Co.
Hanover Insurance Co.
Hartford Accident & Indemnity Co.
Home Insurance Co.
Insurance Co. of North America
Liberty Mutual Insurance Co.
Lumbermens Mutual Casualty Co.
MFA Mutual Insurance Co.
Middlesex Mutual Assurance Co.
Mutual Service Casualty Insurance Co.
National Casualty Co.
National Union Fire Insurance Co.
Nationwide Mutual Insurance Co.
New Hampshire Insurance Co.
Peerless Insurance Co.
Phoenix Assurance Co. of New York
Phoenix Insurance Co. of Hartford
Potomac Insurance Co.
Providence Washington Insurance Co.
Quaker City Insurance Co.
Reliance Insurance Co.
Royal Indemnity Co.
St. Paul Fire & Marine Insurance Co.
Seaboard Surety Co.
Security Mutual Casualty Co.
Springfield Insurance Co.
Transit Casualty Co.
Transport Insurance Co.
Travelers Indemnity Co.
Tri-State Insurance Co.
United Benefit Fire Insurance Co.
United States Fire Insurance Co.
Washington General Insurance Corp.
Wolverine Insurance Co.
Worcester Mutual Fire Insurance Co.
Zurich Insurance Co.
and
Export-Import Bank of Washington



A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- ARGENTINA.—To counteract heavy foreign trade deficits incurred in 1961, Government took several decisive measures to cut back certain types of imports. On January 24, Government issued 3 decrees: (1) Suspending a 1959 decree authorizing surcharge-free importation by national companies of production line machinery, except for steel, petrochemical, cellulose, and prefabricated housing projects; (2) suspending a 1960 decree authorizing importation of used machinery; and (3) imposing through Dec. 31, 1962, an additional 100% surcharge on various articles (in the luxury and nonessential class) to be announced subsequently by Ministry of Economy.

  Shipping conferences in U.S., U.K., and continental Europe have announced increases in freight rates ranging from $2 to $3 per ton on cargo loaded or offloaded at port in Buenos Aires.

- AUSTRALIA.—Comparison of third quarter Australian import statistics for 1961 with 1959 reveal a sharp increase in imports from U.S., particularly in consumer goods, after relaxation of restrictions on dollar imports in February 1960. A five-fold increase occurred in textile imports; sales of U.S. sporting goods, toys, fancy goods, jewelry, and timepieces rose from $25,000 to over $637,000; and imports of U.S. chemicals, medicinal and pharmaceutical products, essential oils, and fertilizers nearly doubled. Sales of U.S. metals and metal manufactures, electrical machinery and appliances, and machinery remained about same in the two periods.

- BURMA.—The arrival of a seven-man U.S. Trade Mission for a 6-week visit ending March 10 is eliciting much local interest in possibility of attracting U.S. private capital for joint venture manufacturing enterprises in Burma. In trade field, U.S. companies will have to take account of the January 30 announcement by Burmese Government that import trade would be nationalized and a new requirement for preshipment appraisal and inspection on certain machinery exports to that market. (See articles in Foreign Government Actions department, page 266 of this issue.)

  Communist China is to supply machinery and equipment for following Burmese industrial projects under $84 million export credit: Tire factory, textile spinning and weaving plant, 2 plywood factories, 2 sugar mills, papermill, diesel engine and water pump plant, and expansion of existing Government steel mill to 20,000 tons annual capacity. Communist China also will provide machinery and equipment for 3 small hydroelectric plants, 2 bridges, and a highway. Local currency costs will be met by sale of Chinese consumer goods in Burma.

- DAHOMEY.—Ministry of Commerce plans to increase foreign exchange available for flour import licenses to allow increased direct imports from U.S. Action taken to decrease contraband import of U.S. wheat flour now entering Dahomey via

Nigeria and Ghana. Orders will be placed by individual members of SYNCAD, Dahomean merchants' syndicate.

Dahomey's peanut production for current season expected to be about 5,000 metric tons, a drop of more than 60% from last year's 13,000 tons. This will reduce export earnings somewhat, even though peanuts are only a distant second in importance as an export crop after palm oil products which amount to about 85% by value of Dahomey's exports.

- DENMARK.—Imports from U.S. declined from 1,088 million crowns in Jan.–Nov. 1960 to 987 million in same period 1961, whereas exports to U.S., including shipments —largely of food products—to U.S. forces in Germany climbed from 802 to 837 million crowns (1 Danish crown=US$0.145).

- FRANCE.—Housing construction was higher in 1961 than ever before, according to preliminary estimates, with 320,000 housing units completed (314,000 in 1960) and 350,000 units started (334,000 in 1960).

  Value of French aviation industry exports estimated at record $320 million in 1961, compared with $228.4 million in 1960. Figures include all sales, civil and military. Most important among export-earners for industry have been Sud-Aviation "Caravelle" and "Alouette II", the Dassault "Mirage III" supersonic fighter, and engines and other products manufactured by SNECMA, Turbomeca, and Nord-Aviation.

  Industrial developments involving U.S. firms include following: Ampco Metal Inc. of Milwaukee, manufacturers of corrosion-resistant bronze, has established Ampco Metal S.A. in Fribourg, Switzerland, with warehouse in Woerden, Netherlands. Promotion and sales in France will be by new subsidiary Ampco Metal France, Paris. . . . Cabot Carbon Corp. of Boston and Thann and Mulhouse, Paris have signed agreement giving U.S. firm exclusive use of patents and processes relating to production of pigmentary titanium oxide by oxidation of tetrachloride. . . . Hoover Co., producer of washing machines and household appliances, has established a branch in industrial zone of Dijon-Longvic. . . . P. R. Mallory Co. Inc., Indianapolis, and Morgan Guaranty, Paris, have created Mallory Batteries, Paris, for manufacture and sale of electronic equipment. . . . Parke Davis Co., Detroit, has formed Soc. Financiere and Commerciale de Cadillac, Paris, for manufacture of chemical and biological products. . . . Polaroid Corp., Cambridge, has formed Polaroid France, Paris, for manufacture of electronic precision instruments. . . . RCA and Compagnie des Machines Bull, Paris, have signed technical agreement giving Bull license of RCA patents and rights on all the manufacturing processes of data processing and automation equipment. RCA obtains license of Bull patents on electronic data processing equipment (punchcard equipment excluded).

- GERMANY, FEDERAL REPUBLIC OF.—Kienzle-Uhrenfabriken AG, Schwenningen/Neckar, and K. Hattori & Co., Ltd., Tokyo, reportedly have concluded agreement to cooperate in manufacture and distribution of watches and clocks. Agreement provides for coordination of production, possibly exchange of manufacturing licenses, division of sales markets, and mutual use of each company's distribution facilities.

- INDIA.—Royalty paid on pre-October 1949 coal mining leases increased from about 1% to 2.5% on pithead price of coal effective Dec. 29, 1961. Post-1949 leaseholders pay 5% royalty.

  Government-owned 15,000-barrels-per-day oil refinery at Nunmati, Assam, began production on Jan. 1, 1962.

  Cummins Engine Co., Inc., Columbus, Ind., collaborating with Kirloskar Oil Engines, Ltd., India, in new venture to produce 150- to 800-hp. diesel engines.

Plant at Poona, Maharashtra State, expected to be ready for production in 18 months. Equity split is 50% Cummins, 25.5% Kirloskar, and 24.5% public issue.

Possible Indian collaboration in new East African industries discussed in New Delhi by trade mission from Kenya, Uganda, Tanganyika, and Zanzibar which are potential markets for India's developing industries such as sewing machines, electric fans, bicylces, machine tools, and light engineering goods.

- IRAQ.—The agricultural cooperative movement has begun to gain momentum after a slow start. Formation of large number of new cooperatives is destined primarily to assist peasants who recently obtained land under agrarian reform program.

- ISRAEL.—Country's first cargo of 28,000 boxes of eggs, or about 9 million eggs, has been shipped to Cuba at prices above those obtainable in Europe.

- ITALY.—A bill providing for compulsory licensing of patents which have not been utilized within a 3-year period after issuance is under study. Under the draft law other cases where compulsory licensing would apply include instances where use of patents results in abuse of the patent monopoly or failure to meet local or export demand for patented product.

  EEC Investment Bank will lend $2 million for construction of two factories in Sicily. A total of $1.6 million will go for potash extraction and fertilizer production, employing 270 new workers; and the remainder for construction of a candy plant to employ 55 persons.

  Draft legislation being considered would raise income taxes considerably. Ordinary rate on Category A income (income deriving solely from capital) would go from 23% to 26%; ordinary rate on Category B income (income deriving from combination of labor and capital) would be raised from present ceiling of 20% on income over 4 million lire to 22% on any income over 10 million lire, 23% on income over 50 million lire, and 24% on income over 100 million lire (approximately 621 lire=US$1). Supplementary tax on incomes from any source over 3 million lire also would be raised from present ceiling rate of 50% reached at 100 million lire to 65% reached on incomes over 500 million lire.

  A $73.6 million tourist development on northeast coast of Sardinia reportedly being planned by consortium of Italian, French, and English financiers. Plans include construction of 11 hotels, new roads, schools, and 3,000 cottages over a 15-year period.

- LEBANON.—Government considering an Argentine proposal to set up large refrigerated storage plant in its Beirut free zone which may eventually become a Near Eastern and African distribution center for Argentine frozen meat. . . . Under terms of a recent agreement with Brazil, the zone also is to become a regional distribution center for Brazilian coffee.

- MEXICO.—Ferro Enamel De Mexico, S.A., Ferro Enamel Corp. subsidiary, operating in Mexico for 10 years, opened a stabilizer and chemicals plant near Mexico City. Plans to satisfy domestic requirements for its materials.

  Aparatos Y Maquinas Especialies, S.A., Mexico, D.F., a new firm, will manufacture special electrical machinery and equipment starting early in 1962.

- MOROCCO.—Moroccan Navigation Co. (COMANAV) has increased its capital from 5 million to 10 million dirhams (approximately from US$1 to US$2 million) and is considering purchase of another vessel.

  Tangier free zone has been further defined to encompass a certain part of dock area. Duties on goods entering zone to be assessed at 5% ad valorem. Transactions within zone otherwise free. Special "free transit" accounts may be set up in authorized banks in which convertible currency may be deposited. Credit may be extended abroad to finance purchases of merchandise.

  New oil refinery at Mohammedia opened January 10 by King and Italian Prime

Minister and Foreign Minister. Refinery built by Moroccan–Italian company (SAMIR) with 50–50 participation. Expected capacity 1,250,000 metric tons to meet Morocco's needs for refined petroleum products (except lubricants) for next 10 years.

- SAUDI ARABIA.—Arabian–Italian Engineering & Contracting Co. has obtained a $2.2 million contract for dredging operations and shore facilities at port of Yenbo, about 200 miles north of Jidda, both on Red Sea.

- SOUTH AFRICA, REPUBLIC OF.—Gold and foreign exchange holdings rose steadily in 1961, reaching by mid–January 1962, 292.9 million rands (1 rand=US$1.40). This is 19.3 million rands below target level in January 1960 of 312.2 million rands.

- SUDAN.—About 30,000 bales of American–type cotton will be available for export as this season's production is currently estimated at fifty thousand 400–pound bales.

- SWITZERLAND.—Oerlikon Machine Tool Works of Zurich reportedly intends to give up manufacture of its automatic adding machines and dictaphones, having concluded agreement with Monroe Calculating Machine Co., Orange, N. J., and ceded manufacturing and distributing rights to the U.S. company. The Monroe Co. reportedly will start production within next few months in its Netherlands factory.

  Switzerland imported 99,292 automobiles valued at 560 million francs (1 Swiss franc=US$0.23) in first 9 months 1961, an increase of 26.4% in quantity and 37% in value over like 1960 period. Leading supplier was Germany, followed by France, Italy, U.K., and U.S. Sales of American cars recovered from decline of past several years, increasing 50% over 1960.

- TUNISIA.—In further move to restrict import of nonessential goods, initiated with requirement of advance cash deposits on imports of certain consumer goods, Government banned imports of following commodities: Knot stitch or shipping stitch carpets; Kelim, Soumak, and Karamanie carpets; hand–loom woven tapestries and needle stitched tapestries; pieces, strips or "motifs" of embroidery; blankets of all material; jewelry and jewels encased in precious metals; silverware articles; fresh fish (live, refrigerated, or frozen) and preparations, and tins of fish including caviar and its derivatives.

  Cuba has become important buyer of Tunisian olive oil. Central Bank report on Tunisian economic situation at end of 1961 states that between November 1 and December 10 Tunisia exported 1,056 metric tons of olive oil to Cuba, 25% of Tunisia's total exports of this commodity, making Cuba Tunisia's second largest buyer after France for this period.

  Government has taken following measures to stop excessive profits, protect consumers, and limit outflow of foreign exchange: Establishment of monopoly on all imports of tea (estimated at approximately $4.7 million a year); and creation of 3 new corporations to control retail sale of fruits and vegetables, meat, and used clothing.

- UNITED ARAB REPUBLIC (EGYPT).—A Czechoslovak delegation has arrived in Cairo to take up a number of questions, including U.A.R. requirements of Czech goods, Czech requirement of Egyptian cotton, amendment of UAR/Czech trade and payments agreement, and extension of further credit facilities by Czechoslovakia.

  Government plans to extend to Bolivia economic and technical assistance in fields of agriculture, irrigation, mines, and petroleum.

- VENEZUELA.—Ministry of Fomento has approved in principle idea of increased protection to domestic pharmaceutical industry. Protection will not be granted, however, until locally produced articles meet conditions of similar price, quality, and quantity, compared with existing imports.

United Nations Asks Bids for Foodstuffs

The United Nations invites bids for supply of foodstuffs to its forces in the Congo.

Included in invitation ONUC 62-2 are 250,000 lb. frozen beef; 26,800 lb. frozen perch and haddock fillet; 67,000 lb. frozen lamb; 27,500 lb. chicken; 11,800 lb. turkey; 11,000 lb. pork; 11,500 lb. bacon; 4,800 lb. Danish salami; beef, 26,250 lb. (in accordance with Moslem religious slaughtering rites, called Halal); corned beef, 33,380 lb.; canned vegetables, 100,000 cans; spaghetti, 32,640 lb.; macaroni, 32,640 lb.; flour, 297,000 lb., wheat, hard, in 50-lb. cotton bags with multiwall outer water-resistant paper cover (U.S. Fed. Spec. N-F-481d); sugar, 122,300 lb., white, refined, granulated; etc.

Bids C&F basis Matadi, Congo, or Dar Es Salaam, Tanganyika, should be submited by 11 a.m., February 27, to United Nations, Purchase and Transportation Division, Room 2152, New York, N.Y.

Additional information and copies of the invitation may be obtained from D. J. Casey, United Nations, New York.

A copy of the bid invitation is available for review in the Business Services Division, Bureau of International Business Operations, Room 1321, U.S. Department of Commerce, Washington 25, D.C.

Pakistan Wants To Purchase Machine for Brick Pressing

Bids are invited until February 26 by the Government of Pakistan for an automatic brick pressing machine.

P.W.R. Tender No. S-122/P-6-4/61 (P), issued by the Pakistan Western Railway, covers the supply of an automatic brick pressing machine of vertical type, suitable for plastic process, capable of repressing 1,000 bricks of standard size, 9 in. x 4½ in. x 2¼ in. per hour. The machine also should have provision to accommodate other rectangular and taper sizes. The molding chamber is to have hard steel replaceable liners with at least two spare sets of such liners.

The ejection and lubrication of the bricks is to be automatic. The electrical equipment shall be suitable for working on alternating current, 400 volt, 3-phase, 50 cycles, 4-wire neutral-earthed system.

Bids are to be sent to the Chief Controller of Purchase, Pakistan Western Railway, Lahore, Pakistan.

A copy of the tender is available on loan from the Business Services Division, Bureau of International Business Operations U.S. Department of Commerce, Washington 25, D.C.

8 Nations Call for Bids Overseas

Requests Include Precision Tools, Armored Car, Blankets, Generators

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers.

Bidding instructions, specifications, and other pertinent data are available for review on loan from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Colombia

Airport lighting system for installation at larger airports in Colombia; Mar. 15. Empresa Colombiana de Aerodromos (Colombian Airports Corp.), Eldorado International Airport, Bogotá. Drawings and specifications in Spanish.★

Greece

Correction, amendment, and extension of bid deadline for **distribution transformers** (FCW, Jan. 15, p. 72), 20 600 kv.-a., 20 400 kv.-a., and 45 200 kv.-a. Transformers of all sizes must be equipped with oil conservator. Three-phase, 6600/415 v., 50 c., oil-immersed, naturally cooled, heavy duty, outdoor type. Estimated value $125,000. Bid deadline extended to Feb. 26. Public Power Corp., Athens-Piraeus Div., 4 Korai St., Athens.★

Black plates **soft steel**, 280,000 kg., for shipbuilding, estimated value $53,300; tender B/7/62; Feb. 24; **medium hard brass** in bars, estimated value $21,670; tender B/28/62; Mar. 6. **Tin lead solder and nickel plating wires**, estimated value $13,350; tender B/29/62; Mar. 20. Director General of Procurements, Direction B' State Purchases, Ministry of Commerce, 50 Socratous St., Athens.★

India

Electrical, hydraulic, precision **tools** and **instruments** for erection of walking dragline; tender SE-468; Mar. 7. **Track chain press, track service tools**; tender SE-449; Mar. 6. National Coal Development Corp., Ranchi. Tender forms and specifications free.

Equipment for 10 mw. thermal plant at Beas Dam; Mar. 16; tender 120/Beas/PR/688, Superintending Engineer, Procurement Circle, P.O. Nangal Township, Distt. Hoshiarpur, Punjab. Tender papers $3 a set, not refundable; ref. D/Eng/397.

Underground **telephone cables** of various sizes, 2,245 miles; Feb. 28; tender P/SE-3/7201/M/1. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender papers $2.10 a set, not refundable; ref. D/Eng/410.

Tender papers for above items obtainable from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Include ref. No. in request.

Single drum hoists and spares, 7; **alternator sets**, 4; 3,000-ft. **flexible cables**; tender SE-454; Mar. 23. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for Indian Bureau of Mines, Nagpur. Procurement financed by U.S. Eximbank and supply restricted to U.S.-manufactured equipment.

White and blue paper, 430 tons; Mar. 13. **White and yellow glue**, 44 tons; Mar. 14. Aniline printing **ink**, 2,570 kilos; Mar. 15. Sugar Administration, Government of Iran, Ministry of Finance, Tehran.★

Iran

Widia metal barrel fine **borers**, 150; high speed steel **twist drills**, 250; Mar. 3.

(See Requests, page 246)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Trade Lists Name Contacts Abroad For Laundry, Drycleaning Suppliers

TO HELP U.S. firms develop profitable export sales of products used in the commercial laundry and drycleaning industry, potential buyers and agents in foreign countries are identified in a new Trade List series.

Publication of this series on the *Laundry and Drycleaning Industry* was started by the Bureau of International Business Operations in 1961. Lists for 22 countries are available.

Each Trade List gives name, address, and relative size of principal laundries and drycleaning establishments in the country covered. A special section lists importers, dealers, and agents handling all types of equipment and supplies for the industry. It includes information on products in which these firms are interested, sales territories, and number of traveling salesmen they employ.

Market Situation Covered

The Trade List for each country also contains a summary of basic trade and industry data and a discussion of Government regulations affecting imports. Types of market leads provided are shown in the following excerpts from some of the available Trade Lists.

● **Belgium.** Special machines too expensive to manufacture locally, such as laundry machine equipment and drycleaning machines operated in small shops, are imported. In 1960 total imports of laundry and drycleaning machines reached a value of 55 million francs. West Germany supplied 65.5% of this amount, and the U.S. share was 3.6%.

There are 2,336 laundries and 2,277 drycleaning shops operating in Belgium. Also, 88 large plants handle drycleaning for numerous small shops, large institutions, and the Belgian army. Most drycleaners are one-man concerns usually operating a modern machine displayed in their shops. These machines are imported directly by the user (apparently from the United States) since there is no exclusive local distributor or agent. Only five or six firms import special laundry and drycleaning machinery; these are mainly manufacturers who desire a complete range of machines suitable for any type of laundry or drycleaning establishment; therefore any producer is a potential importer.

● **Chile.** The laundry and drycleaning industry is growing rapidly to meet demands of the changing social pattern of living in Chile particularly in larger cities. As yet, its services are costly and quality of work is poor. The industry, generally speaking, does not know many of the special cleaning preparations in common use in the United States and lacks knowledge of techniques for handling new fabrics. It still must compete with home cleaning and the hand laundress even in the capital. Growth of apartment houses and diminishing maid service are requiring greater use of commercial laundry and cleaning services. The increased demand may encourage improvement in work quality and readjustment in service charges.

The industry uses national materials with the exception of aniline dyes supplied chiefly by Germany, Switzerland, and Great Britain. Most commercial equipment and machinery is imported. The Chilean market for plant equipment and cleaning specialties should be favorable for U.S. suppliers for the near future.

● **Costa Rica.** Equipment and supplies used by the laundry and drycleaning industry are imported from the United States, European countries, and Japan as they are not manufactured locally. Most local equipment, however, appears to be of U.S. manufacture.

● **Denmark.** There are roughly 750 laundries and 350 drycleaning establishments in Denmark. Most are small, employing only a few workers.

Commercial laundry and drycleaning equipment and supplies are manufactured locally, one manufacturer having a substantial share of the market. The Federal Republic of Germany and the United Kingdom are the principal sources of imported equipment and supplies.

● **France.** At present France has 1,800 laundry plants that maintain 1,000 deposit and pickup points for convenience of the public, and 5,000 self-service laundries as compared with 5 or 6 in 1948. Paris alone has more than 1,500 automatic laundries.

There are 1,200 drycleaning establishments providing services to some 8,000 village and city stores, and 1,500 establishments throughout France offer drycleaning and pressing services on the premises.

Trade sources indicate that French manufactures of drycleaning and laundry equipment are at least 10 years behind their U.S. counterparts. Some equipment, such as shirt-ironing machines, is not manufactured in France but is imported, principally from the United States.

Some 50% of the drycleaning and laundry equipment is imported. Imports were valued at 8.4 million francs in 1958, 10 million in 1959, and 8.2 million the first 9 months of 1960. West Germany supplies about 50% of total imports and the United States about 16%.

● **Greece.** A number of laundries operate in the larger Greek cities and many drycleaning establishments exist throughout the country.

The most important laundries operate in the Athens area and have formed a cooperative association to avoid competing with one another. German-made machinery is much in use. Although several laundries are equipped with U.S.-made machinery, it is considered expensive and overburdened with unfavorable payment and delivery terms.

There are from 900 to 950 drycleaning establishments in Greece, only a few equipped with adequate machinery and even fewer maintaining a high business turnover. The great increase in number of establishments in the past few years and the resulting fragmentation of the industry into small units has retarded development of large drycleaning firms. Small establishments have low expenses because they are equipped with cheap machinery and often operated by owner or family.

Most drycleaning establishments have equipment suitable for using white spirit as a cleaning fluid; others are equipped with machines which use perchloroethylene or trichloroethylene; some have both types of equipment. Drycleaning machines are imported principally from Italy, next from Germany. Some establishments are equipped with U.S.-made machines, considered expensive in both price and operation. Ironing presses and auxiliary machinery are usually of U.S. or German origin. Many establishments are equipped with locally made machines, of standard type and rather poor construction, produced by one comparatively large and five small firms.

● **Guatemala.** Only one establishment outside of Guatemala City both launders and drycleans; it is located in Quezaltenango. Throughout the rest of the country, drycleaning is usually done by hand in tailor shops. The number of establishments exclusively washing laundry is limited as most of the laundry is washed at home by hand.

Official figures on import of industrial laundry and drycleaning equipment are under one heading with certain machinery for the textile industry. These figures show total imports of $211,056 in 1959 (85.6% from the United States) and $557,824 in 1960 (55% from Germany and 27.7% from the United States).

● **Honduras.** The most important establishments are in Tegucigalpa, San Pedro Sula, and La Ceiba. The capital has about 11 laundries and/or dryclean-

ing establishments of some importance, only two with modern equipment. The largest ones in San Pedro Sula and La Ceiba are well equipped with automatic washers, driers and pressers.

Imports of washing, cleaning, and pressing machinery, nondomestic (including bleaching, dyeing, diecasting, and cutting machinery) in 1960 were valued at $13,222, of which almost 90% was of U.S. origin.

● **Hong Kong.** The steady growth of population and a rapid expansion of commercial enterprises, particularly hotels, restaurants, and apartment houses, have made laundry and drycleaning an increasingly important industry. In addition, the growing shortage of domestic servants has caused the majority of middle class families who cannot afford to own a washing machine to pass the washing work to laundrymen or drycleaners, thus further facilitating the industry's growth despite keen internal competition. In 1960, 199 laundries, including drycleaning and dyeing, were recorded in Hong Kong by the Labor Department.

The machinery used in drycleaning is principally imported from West Germany, the United States, and Japan. Imports into Hong Kong of textile machines for washing, excluding domestic electric machinery, totaled $181,300 in 1960, an increase of 357.8% over 1959. The United States supplied 33.7%. Imports of similar items in the first 7 months of 1961 amounted to $70,600, of which 11.8% came from the United States. Other principal suppliers were West Germany, Japan, and Sweden.

● **Israel.** The country now has about 150 laundries, of which 50 are larger steam laundries and 100 small establishments equipped mainly with household-type electric washing machines. The larger hotels and most collective agricultural settlements have their own laundry facilities. There are about 600 drycleaning establishments. The majority are small shops with one to three employees and they frequently combine their activities with laundry and ironing services. Modern drycleaning methods are used only by the larger plants.

Laundry and drycleaning equipment and supplies are manufactured to a considerable extent by the local industry, although some types of commercial laundry machinery are still being imported. Israel import statistics give no separate breakdown for commercial laundry and drycleaning equipment and supplies.

● **Luxembourg.** Since the end of World War II, the most significant development in the laundry industry in Luxembourg has been the spead of self-service facilities. The equipment used in these self-service facilities differs from that used in the United States in that the washers are the large institutional size and thus much larger than the typical American home automatic washer. Most laundries have dryers as well as ironing equipment.

Laundry and drycleaning equipment is not produced domestically. Although exact statistics are not available, a large amount of all such equipment is imported from Germany. American equipment, admired for its good appearance and convenience, is considered high priced.

American firms interested in the Luxembourg market should consider the possibility of dealing directly with Luxembourg agents rather than automatically following the traditional pattern of covering Luxembourg sales by means of Belgian importers and agents.

● **Republic of South Africa.** About 1,000 laundries, dyeing, and drycleaning establishments are estimated to exist in South Africa. Nearly all the equipment needed by the industry has to be imported. Pressing machines for drycleaning and laundering come mainly from the United States and Europe. The United Kingdom and Continental Europe are the principal suppliers of other types of equipment. Trade sources say that the United States, an important supplier until recently, has lost much of the market by not being able to compete with prices of European equipment.

● **Switzerland.** The laundry and drycleaning industry is well developed in Switzerland, although it is not an important industry. Most households have an automatic washing machine or other laundry equipment. Hospitals, hotels, and prisons usually have their own laundry plants. Self-service laundries are not yet frequently found in Switzerland. Prospects for operating this type of laundry are poor, according to trade sources.

Many drycleaning establishments exist, especially in the larger towns. Drycleaning became an effective industry only after World War II, and many new establishments have been opened since.

Most imports of washing machines for the household come from Western Germany, France, Italy, and Great Britain, whereas the larger models for industrial use are imported from Western Germany, France, and the United States. Swiss production is substantial, but mostly of the smaller machines.

● **Trinidad and Tobago.** The laundry and drycleaning industry is limited mainly to two establishments which cater to the city and its environs. Attached to these establishments are 87 small depots which operate as pickup and delivery centers. These depots, serviced by panel trucks, are in the principal towns and villages. The smaller and less significant establishments, of which there are many, are operated and controlled by a small percentage of the Chinese community. Only one known automatic laundry is operating in the city.

A survey of local firms importing laundry and drycleaning equipment and materials reveals that the industry is served, in the main, by U.K. and European suppliers, with a relatively small percentage of imports from the United States. One medium-sized firm is negotiating through its principals to represent the products of an American firm. Reportedly, there is a tendency to prefer American-made products.

● **Uruguay.** Equipment for the laundry and drycleaning industry is not manufactured in Uruguay. The domestic market for this equipment is virtually limited to the Montevideo area where the bulk of laundry and drycleaning establishments are located. The interior of the country represents an undeveloped market with rather limited prospects for the immediate future.

Official statistics do not include a separate breakdown for imports of industrial laundry and drycleaning equipment. According to local trade sources, this equipment is imported sporadically and, in general, directly by the users.

Lists Obtainable at $1

Mimeographed copies of the *Laundry and Drycleaning Industry* Trade Lists are obtainable from Department of Commerce Field Offices or from the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. The price is $1 for each country list.

In addition to the 15 countries mentioned, lists have been issued for Bolivia, Egypt, El Salvador, Haiti, Morocco, Nicaragua, and Turkey. Lists for Columbia, Paraguay, Peru, Portugal, and Tunisia will go to press soon, and about 15 others are scheduled for publication in the series within the next few months. As these lists become available, they will be announced in the New Trade Lists section of FCW's World Trade Leads department.

Dairy Equipment, Supplies Wanted by Iraq Government

The Government of Iraq is inviting bids for dairy equipment and supplies.

Tender 1-1962 covers the supply of 16 vehicles for distribution of dairy products; tender 2-1962 the supply of 500,000 milk bottles of ½ liter; tender 3-1962 the supply of one tractor and attachments; and tender 4-1962 the supply of laboratory reagents.

Specifications and conditions may be obtained for $5.60 from the Director General, Purchasing Section, Dairy Administration, Ministry of Agriculture, Sa'doun St., Baghdad. No information is now available regarding the bid deadlines.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

ARGENTINA—Intendente Municipal de la Ciudad de Buenos Aires (Mayor of Buenos Aires) to call for tenders for construction and operation of modern 800-1,000 room **hotel** to be located in Retiro section of Buenos Aires.

Bids to be called by Mayor of Buenos Aires for **drainage and swamp improvement projects** for Flores section of city and conversion of area into housing developments, parks, and sport fields. Program to cost 3,000 million pesos ($36.67 million).

AUSTRALIA—Peabody Coal Co., Chicago, and Thiess Holdings, Ltd., c/o R. G. Groom & Co., Chartered Accountants, T & G Bldgs., Queen St., Brisbane, Queensland, preparing to sign agreement for development of Kianga-Moura Coalfields in Central Queensland. Project to involve building £8-million (£1= $2.25) railway from coalfield to port of Gladstone. Additional sums to be spent on new plant.

AUSTRIA—Österreichische Elektrizitätswirtschafts A.G., Am Hof 6, Vienna 1 (Austrian power company) to start construction of second 380,000 v. transmission line to connect Inn Valley with German power grid.

BELGIUM—S.A. Polysar Belgium, subsidiary of Polymer Corp., Ltd., Sarnia, Ontario, Canada, to construct butyl **rubber plant** in Zwijndrecht.

BOLIVIA—Caja Petrolera, social security agency of private oil companies, providing for construction of 120 workers' **homes** during 1962.

BRAZIL—Plans have been revived for construction of Petrobras **oil refinery** for Belo Horizonte (FCW, Feb. 13, 1961, p. 13; Mar. 13, 1961, p. 19) and pipeline from Guanabara to Santa Luzia. Write to Petroleo Brasilerio, S.A., Praca Pio X, 119, 11 andar, Rio de Janeiro.

BURMA—Burmese businessmen, including proprietor of Heavy Chemical Industries, Ltd., 33 York Rd., Rangoon, intend to build **plant** for production of nylon yarn. Cost of project estimated at 12 million kyats ($2.3 million).

FRANCE—Goodyear synthetic **rubber factory** to be constructed near Le Harve.★

INDIA—Indian Coal Board planning to install six **ropeways** in Jharia and Raniganj coalfields. IBRD loan being negotiated for project.

Government considering proposals for further expansion of **Marmagao Port facilities** in Goa. Naval authorities interested in locating **naval air station** at Marmagao.

Government has approved expansion of 11 **paper plants** and establishment of 101 new ones, to meet goal of doubled paper and paper board production by 1966. List of proposed projects available.★

National Coal Development Corp. to undertake two new **colliery projects**, at Umrer in Maharashtra State and near Talcher, Orissa.

IRAQ—Economic Planning Board recently authorized Ministry of Municipalities, Baghdad, to drill 2 additional **artesian wells** in al Naqib Nahiya and six other wells on various locations. Project to be executed in addition to recently reported drilling of 100 wells. (FCW, Jan. 1, p. 9.)

Ministry of Agriculture shortly to announce tender for Ishaqi **irrigation and drainage project.**

Construction work soon to begin on first stage of Kirkuk-Udhaim **irrigation project,** consisting of 2.5 million dinars (1 dinar=$2.80) Dibis diversion weir. Other stages call for main canal, smaller irrigation canals, and drainage system. Total cost set at 56 million dinars.

Designs and specifications have been drawn up for proposed **TB sanatorium** in Erbil, northern Iraq. Prompt execution of project urged by Ministry of Health, Baghdad.

IRELAND—Shannon Dyers, Ltd., to set up **dyeing plant** at Industrial Estate, Shannon International Free Airport. Plant to be equipped with most modern machinery.

ISRAEL—Oliver Co., 90 Church St., New York, N.Y., to build **farm tractor plant.**

ITALY—Manifattura Ceramica Pozzi, Milan, to locate large **industrial complex** in Sparanise area to process raw plastic materials. Some construction projects already initiated.

KOREA—Plans progressing for construction of Government-operated **oil refinery.** Ministry of Commerce and Industry in Seoul to invite bids for technical services contract before end of March, followed by international tender for construction of refinery.

MEXICO—Meximont, affiliate of Montecatini, Societa' Generale per l'Industria Mineraria e Chimica, Via Turati 18, Milan, Italy, plans construction of three **plants** to produce laminated plastics, plastic film, and synthetic fibers.

Bulnes Hermanos, S.A., km. 16½ Calzada Tulyehaulco, Mexico, D.F., planning to build **plant** to produce laminated plastic sheet for building and decorating trades.

Long-planned expansion of **cellulose plant** to get underway this month near Chihuahua. (FCW, June 19, 1961, p. 18; July 24, 1961, p. 22.)

PAKISTAN—Joint proposal prepared by Burmah Oil, Stanvac and Shell International for setting up **oil refinery** at Chittagong.

REPUBLIC OF SOUTH AFRICA—H. C. Stuelcken Sohn, Hamburg-Steinwerder, Germany, interested in building **shipyard** in Durban.

SUDAN—Daimler-Benz Aktiengesellschaft, Mercedestrasse, Stuttgart-Untertuerkhein, Germany, to build **plant** for assembly of trucks in Sudan.

Egyptian General Housing Co. investigating possibility of building 200-bedroom **hotel** in Khartoum.

TURKEY—State Airport Operation has announced approval of new 10,000-foot **runway** at Istanbul-Yesilköy Airport (FCW, May 29, 1961, p. 15) work to commence immediately. Plans also include **technical building** for airport administration, meteorological and traffic control facilities. (See also Foreign Contract Awards, p. 241.)

UNITED KINGDOM—Pall Corp., Glen Cove, Long Island, New York, to commence construction of **plant** in Lurgan, near Belfast, Northern Ireland, to manufacture micronic stainless steel wire cloth.

Bid Requirements Expanded For Argentine Powerplants

Bidders' proposals in connection with Public Tender No. 180/61, Agua y Energia Electricas (Water and Power Bureau), Buenos Aires, Argentina, should include the supply and assembly of all electromechanical elements of the transformer station, Rosario Sur (Sud), Province of Santa Fe (FCW, Jan. 8, 1962, p. 38; Jan. 22, 1962, p. 109).

The same conditions apply to Public Tender No. 125/61 for the Sorrento thermoelectric plant and construction of the Rosario Norte transformer station in the Province of Santa Fe. (FCW, Nov. 6, 1961, p. 13).

Circular GC/SEP/C No. 457/2, in Spanish, which clarifies several matters concerning this tender, is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

FOREIGN CONTRACT AWARDS

Several contracts involving construction work and supply of equipment, materials, and services have been awarded by foreign governments. Other firms may be called upon to furnish additional assistance or services.

Supplementary information is available on items marked with a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Angola: Government has awarded 135,000 contos ($4,725,000) contract for paving 260 km. Luso-Henrique de Carvalho Rd. to Mota & Co., Ltd.★

Argentina: Italian-controlled firm Cemetarsa in Campana, near Buenos Aires, to purchase machinery, tools, and equipment for production of electric locomotives from Ferrostaal Aktiengesellschaft, 24-30 Huyssenallee, Essen, Germany. Total value approximately $2.84 million.

Contract for technical feasibility studies and preliminary design of civil aviation facility for city of Rosario, Santa Fe Province, has been awarded Airways Engineering Corp., 1212 18th St., NW., Washington, D.C.

Ethiopia: Page Communication Engineers, Inc., 2001 Wisconsin Ave., NW., Washington 7, D.C., awarded $2,291,487 contract for supply and installation of communications equipment, navigation aids, and firefighting equipment. This contract in addition to previous airport construction contracts awarded U.S. firms. (FCW, Sept. 4, 1961, p. 25; Jan. 15, 1962, p. 76.)

Greece: Bids have been submitted for engineering services for Peneios River Dam. (FCW, Dec. 18, 1961, p. 11.) List of participants available.★

India: Indian Coal Board awarded $5.6 million contract for construction of 16-mile ropeway to Breco Ropeway, London.

Liberia: USIA contract for $7.3 million Voice of America relay station near Monrovia awarded to Page Engineering Co., 2001 Wisconsin Ave., NW., Washington, D.C.

Netherlands Antilles: Island Government of Aruba has signed contract with Electricity Co. of Aruba to extend electricity distribution grid. Similar contract signed by Island Government of Curacao with Overseas Gas & Electricity Co. U.S. purchasing agent for both companies, J. Bakker, 30 Church St., New York 7, N.Y.

Government has received bids for new central office building to be built in Otrabanda section of Willemstad. List of participating firms available.★

Pakistan: U.S. AID mission has contracted with Pakistan Techno-Consultant, Karachi, for preliminary survey of proposed Karachi-Hyderabad Road.

Philippines: National Power Corp., 161 Bonifacio Dr., Port Area, Manila, awarded following contracts:

Erection of Mexico Substation, 230 kv., 3 ph. tie line of Agno River Hydroelectric Plants, Luzon, to Philight Inc., 610 Tanduay, Manila.

Supply of plant, equipment, and materials for construction of protection work for foundation support of 3 towers on Binga Transmission Line at Tayug, Pangasinan, to José M. Hernandez, 33-D Capitan St., Quezon City, the Philippines.

Turkey: Westinghouse Electric Corp., 401 Liberty Ave., Pittsburgh 22, Pa., has received contract for supplying lighting, communication, and other electric facilities for expanding Istanbul-Yesilkoy Airport. (See also "Planned Construction Projects," p. 240.)

United Arab Republic (Egypt): 1,000 kw. radio transmitter costing $1.25 million to be supplied to U.A.R. and installed in Alexandria by Electronics Manufacturing Co., Dallas, Tex.

Ministry of Agriculture awarded $7 million contract for supply of insecticides to Union Carbide Co., 270 Park Ave., New York 17, N.Y.

Venezuela: Management of nearly completed Guaicamacuto Hotel near Caracas to be entrusted to Sheraton Corp. of America, 470 Atlantic Ave., Boston 10, Mass.

Underwriting . . .

(Continued from page 232)

prudent trade and any "excess business" may lead the buyer into overtrading with a consequent increase in the risk to both exporter and insurers.

Claims for losses are to be filed in connection with the monthly reports on shipments which are submitted by the insured firms. The insured will report all amounts which at the end of the previous month remained wholly or partly unpaid for more than 90 days from the due date of the indebtedness in respect of shipments previously declared. The insured will be allowed and urged to continue to seek payment from the buyer even after payment of the claim. The policy provides that, after payment of any claim, any sums recovered from the buyer or any other source shall, after reimbursement of the expenses of recovery, be shared between the insurers and the insured in the proportion in which they shared the original loss.

Resident Agents Preferred By Businessmen in Iraq

BAGHDAD.—U.S. exporters who want to sell effectively on the Iraqi market have been urged to appoint competent individuals or firms in Iraq, rather than nonresidents, as their representatives there.

Iraqi importers prefer to deal with U.S. suppliers directly rather than through regional representatives located elsewhere.

The decision by many U.S. firms to designate individuals or firms in other Middle East countries—and in European lands, in some instances—as their official representatives in Iraq has this effect—it discourages them from doing business with the United States.

Objection to non-Iraqi regional representatives is twofold.

- Nonresident middlemen frequently cannot qualify under existing laws and regulations of Iraq and are unable to do business there. Without import permits they cannot bring in the U.S. products they handle.
- Iraqi businessmen object, for practical commercial reasons, to dealing with foreign firms through absentee middlemen.

Customs difficulties and shipping and communications problems make doing business with the United States through nonresident representatives unnecessarily time consuming and difficult.

They also feel that nonresident agents cannot possibly know the Iraqi market, be familiar with or handle problems created by the myriad import and foreign exchange regulations in effect, or be able to push effectively the sale of a particular product in Iraq.

Attitude of most Iraqi business community members is reflected in the following question recently asked by an important Iraqi importer:

"How can a nonresident, who has no office in Iraq, who has no knowledge of the Iraqi market, who has no business contacts in Iraq, and who is unknown to Iraqi importers, represent your company in Iraq?"

Businessmen feel so strongly about this point that they are not prepared to deal with a U.S. firm through a non-Iraqi middleman. Instead, they will seek merchandise from other, frequently non-U.S., suppliers.—U.S. Embassy.

U.S. exports of grain sorghums in July-November 1961 totaled 619,000 tons—47% less than the 1.2 million tons shipped in the comparable 1960 period, according to the Bureau of the Census.

Exports to all major areas were down from 1960 levels.

South Korea in Market for Variety Of Consumer, Industrial Products

THE following list contains consumer and industrial goods supplied by the U.S. Embassy in Seoul, Korea, indicating U.S. products which appear to have sales possibilities on the local market.

The items, submitted as part of the implementation of the Export Expansion Program, represent lines that have a definite potential, but which are not substantiated by actual requests for purchases.

201-209 Food, Related Products

Fats and oils—mainly beef tallow and vegetable oils for industrial use.

220-230 Textile Mill Products, Apparel

Yarns and fibers—acetate, rayon, staple fiber, nylon, other synthetics; special metallic threads. Nets and netting—mainly nylon and other synthetics, for fishing. Tire cord—single and twisted. Belts—endless, felt and canvas, for paper manufacturing. Mattings—felt, wool, human-hair, other fibers, for paper manufacturing and for compressor filters. Tarpaulin—heavy, rubberized, or others specially treated.

241-249 Lumber, Wood Products (except Furniture)

Sawn logs and lumber, such as Douglas fir, redwood, spruce, pine, other hardwood.

261-266 Paper, Allied Products

Specially treated or processed papers; paper for postage stamp use; metallized paper for condenser manufacture, building insulation, decals; felt-paper for roofing and other building and industrial uses.

Tapes and chatter-rolls, for teletype and other recording, tabulating, and similar machines. Pulp—mainly chemical.

273-277 Books, Greeting Cards

Textbook and reference materials, for academic use. Magazines and other periodicals. Other publications, such as novels and literary works.

280-289 Chemicals, Allied Products

Wide variety of organic and inorganic industrial and fine chemicals. Dyestuffs, pigments, and specialized paints.

Chemical fertilizer—mainly ammonium sulphate and ammonium nitrate, urea, potassium chloride, calcium superphosphate.

Agricultural, botanical and horticultural chemicals, such as insecticides, pesticides, fungicides, plant nutrients, grain protectants, sterilizers, etc.

Pharmaceuticals—mostly bulk and raw materials, including antibiotics, vaccines, vitamins, and disinfectants, including veterinary medicines and feed additives.

Explosives and miscellaneous allied chemicals. Photographic chemicals. Plastic raw materials, such as cellulose and polyvinyl acetate, polystyrine, polyethylene.

299 Petroleum, Coal, and Products

Paraffin wax. Pitch, asphalt, coal tar.

300 Rubber, Miscellaneous Plastics and Products

Synthetic rubber. Specialized tires and tubes. Steel wire-reinforced rubber, or rubber and fabric-coated hose.

322 Glass, Glassware, Pressed or Blown

Special glasswares and products, such as vacuum thermos flasks, precision thermometers, and clinical and laboratory heat-resistant items.

327 Concrete, Gypsum, Plaster Products

Gypsum.

331 Blast Furnaces, Steel Works, Rolling and Finishing Mills

Steel, including stainless, silicon, high carbon, other ferroalloy, in various shapes and forms. Steel wire, single strand, including bead wire for tire manufacture.

333-335 Nonferrous Metals

Aluminum ingots; zinc and antimony, in form of ingots, foils, sheets, special forms. Silver solders, phospher bronze, certain other copper alloys, in various forms, including wire, strips, plates, etc.

342 Cutlery, Hand Tools, General Hardware

Hand tools for professional use.

351 Engines, Turbines

Internal combustion engines and parts, diesel and semi-diesel. Steam engines and turbines, and parts; steam-generating boilers.

352 Farm Machinery, Equipment

Automatic liquid and powder sprayers; automatic feed grinders; poultry farm equipment; equipment for dairy farming.

353 Construction, Mining, Materials Handling Machinery, Equipment

Mining machinery—rock drills and special bits, core-boring machinery, chisels, ore feeders, spiral concentrators, conveyor systems and parts, alarm and warning systems; other accessories, parts, and supplies.

Construction machinery—water-dredging equipment and automatic pile drivers; road construction equipment, such as bulldozers, graders, asphalt pavers, rollers; concrete mixers and compacters.

Materials handling machinery—cranes, fork lifts, hoists, capstans, winches, windlasses, flat beds, dump trucks, elevator and conveyor control devices, and special components.

354 Metal Working Machinery, Equipment

Machine tools, metal cutting and metal forming. Hydraulic punch and forming presses.

355 Special Industrial Machinery, except Metal Working

Paper and pulp mill machinery; printing presses, including plastic and metal printing, and bookbinding machinery, and accessories and parts; wide range of textile machinery; industrial sewing machines; cannery equipment; woodworking equipment.

356 General Industrial Machinery, Equipment

Pumps—compression, circulation, ir-

MARKET FOR U.S. PRODUCTS IN PERU

Import pattern . . . distribution facilities . . . trade practices . . . market analyses for selected commodities

Supplement No. 1 to Part 1, World Trade Information Service

40 cents Published in July 1961. Available from Department of Commerce Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

rigation, and tubewell, for liquids, gases, and solids such as sand and other granulated matter. Packaging machinery and tools. Chain blocks; hydraulic and other lift jacks. Miscellaneous industrial, plant, and shop machinery, equipment, tools, accessories, and parts.

357 Office, Computing, Accounting Machines

Typewriters, with English or Korean keys, and other specialized types, such as for accounting use. Calculating, tabulating, and accounting machines and recorders, including perforated card-indexing equipment.

Duplicating machines, including automatic mimeographing, blueprinting, and facsimile equipment. Money-counting, check-punching and cancelling, counterfeit detection, and sorting equipment and appliances.

358 Service Industry Supplies

Elevators, conveyors, and pneumatic delivery tubes, for passenger and freight movement, accessories, components, and parts. Gasoline dispensing pumps, and automotive repair, service, and testing equipment.

Precision equipment, components, and parts for refrigeration, air-conditioning, humidifying and moisture controlling equipment, meters, gages, and controlling devices.

360-369 Electrical Equipment, Machinery and Supplies; Household Appliances

Generators, motors (under ½ and over 500 hp.), converters, rectifiers, phase modifiers, frequency converters. Transformers, loan correction reactors; lamination core material and insulation material; high tension and high frequency special insulators.

Voltage and current switching, circuiting, protection, controlling, and regulating breakers, switches, and devices. Wireless and line telephonic, telegraphic, and facsimile, transmission and receiving equipment, parts and supplies, including vacuum tubes, transistors, condensers, and resistors.

Electronic and other equipment, apparatus, and devices for meteorological, navigational, marine, and fishing use, such as for detection, observation, mapping, sounding, intelligence transmittal.

Incandescent lamps—high-power special applications, including coated and uncoated carbon electrodes, fluorescent lamps and elements, other special lighting devices.

Telephone, telegraph, and power transmission lines and cables; pole and tower parts and accessories.

371 Motor Vehicles, Equipment

Automotive—diesel, semi-diesel, and other internal combustion motors, especially for use in bus, truck, and other mobile equipment including marine; accessories and parts. Special vehicles—passenger, freight, and other special uses, such as for fire-fighting. Diesel tractors—over 10 tons, for road building and other engineering uses.

373 Ship, Boat-building, Repairing

Ships and boats; accessories and parts, including vessel and navigational aids, instruments, special components. Ship fabrication and repairing equipment and tools. Fishing and freight tackle.

374 Railroad Equipment

Diesel locomotives, coaches, accessories and parts.

Track, signaling and other communications equipment, components, accessories and parts.

375 Motorcycles, Bicycles, Parts

Motorcycles, accessories and parts.

381 Engineering, Laboratory, Scientific and Research Instruments, Associated Equipment

Scientific and professional instruments and apparatus, including nuclear instruments and appliances.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Measuring, testing, surveying, and drafting equipment and instruments, including those for geodetic and maritime use.

383 Optical Instruments, Lenses

Microscopes, telescopes, binoculars, accessories and parts. Spectacle, signaling, and other purpose lens and reflectors. Enlargers, slide and other light projection equipment, for professional or academic use; receiving and recording instruments and devices.

384 Surgical, Medical, Dental Instruments and Supplies

Hospital—clinical, surgical, medical, and dental equipment, instruments and supplies, including X-ray equipment, and other mechanical, electromechanical and electrotherapeutic apparatus.

386 Photographic Equipment, Supplies

Still and motion picture equipment for photographing and projection; studio equipment for lighting and sound recording.

Films—perforated and unperforated, color and black-and-white, for still and motion picture use, including films and plates for X-ray requirements; sensitized papers, for photographic, facsimile, duplicating, and other recording uses. Micro-filming and projection apparatus and supplies.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Precision chronometers, laboratory, observatory and other standards, for mobile and stationary use, including maritime installations.

Night-watchman's portable and stationary time recorders; time punches; stop watches.

391 Jewelry, Silverware, Plated Wire

Watch and other instrument jewelry. Special plated and alloy wires for surgical, dental, and other special uses, such as for acid and corrosion proof requirements.

393 Musical Instruments, Parts

Musical instruments—mainly wind and string instruments, including pianos. Strings; piano, organ, and other instrument accessories, parts, and supplies.

394 Toys, Amusement, Sporting, Athletic Goods

Sporting and athletic goods.

395 Pens, Pencils, Other Office and Artists' Materials

Pen points and other precision parts. Special drawing, drafting, and marking pencils, pens, and instruments. Oil, show-card, and pastel colors. Lettering sets; stencil punches; allied tools, instruments, and special supplies.

399 Miscellaneous Manufacturing Industries

Shoe manufacturing and repairing equipment. Small-scale waste oil and grease reclaiming stills, centrifuges, precipitators. Equipment for the manufacture of weights, measures, and scales. Metallic and non-metallic filament drawing dies, and special rollers. General shop and plant machinery, equipment, accessories, tools, and parts.

Cattle Car Tenders Invited By Sudanese Government

Bids are invited by the Sudan Government for supply and delivery of cattle cars.

Sudan Contract 2337 covers 200 four-wheeled cattle cars (bogies), loading capacity 30 tons, track gage 3 ft. 6 in., length over headstocks 35 ft., width 8 ft. 3 in.

Bids, f.o.b. and c.i.f. Port Sudan basis, should reach the office of the Controller of Stores, Sudan Railways, Atbara, Sudan, not later than 12 noon, March 14. Bids may also be submitted to Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.E. 1.

Specifications are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID)

U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.

India

Supply of 94 tons high tensile **steel plates** required for Sharavathi Valley Hydroelectric Project, first stage. Loan 120; worldwide; inquiry HCP/SVHEP 17/Dec. 61, Feb. 28. Government of Mysore, Office of Chief Engineer, Hydroelectric Construction Projects, P.B. 60, Race Course Cross Rd., Bangalore 9, where quotations are to be sent directly. Tender specifications available for sale from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★

Power and control cables, tender S/76/DLF, Mar. 26; **switchyard control panels,** S/77/DLF, Mar. 27; high conductivity copper tubular **bus bars** and phosphor bronze **bus bar,** S/78/DLF, Mar. 28. Loan 125; worldwide; ICA Code 899. Tender forms including specifications at $2.00 per set obtainable from India Supply Mission, 2536 Massachusetts Ave., NW.; also from Director General, India Store Department, Government Bldg., Bromyard Ave., Acton, London W. 3; Embassy of India, Naigai Building, 13/20 Chome Marunouchi, Chiyodaku, Tokyo; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney; Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Cost of tender forms as a rule not refundable and not transferable.

Machinery for manufacture of rubber beltings. Calender machine complete with reduction gear and stop apparatus, hydraulic vulcanizing press, including oil draulic pump 7½ hp.; drying and cooling machine. Delivered at Kathuwa (proposed railway station inside J & K State) or Pathankot or Madupur. Ref. NSIC/HP/2D-1936/62. Mar. 9. **Ribbon and label making machine,** 400 needles Jacquard 3 shuttles; **warping machine;** Piru **winding and sizing machine.** Delivered at Ludhaina. Ref. NSIC/HP/2D-1928/61. Mar. 9.

Tire retreading machines: Steam mold with standard accessories, including 1.7/2 in. boiler; steam mold with shock absorber assembly and accessories; accessories for supermild treading. Delivered at Villupuram Junction. Ref. NSIC/HP/2M-2832/61. Horizontal 1½ in. forging machine. Delivered at Calcutta. NSIC/HP/2C-949/62.

Above equipment for Loan 144; worldwide. Mar. 25. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Heavy lift balanced design **electric hoists,** 4, capacity 6,000 lb., ht. of lift 50 ft., complete with motor cables, starters; **tract loader** complete with 100 hp. diesel engine, ripper attachment, hydraulic equipment; **power sweeper** equipped with 9.2 hp. air-cooled engine, heavy duty air cleaner with rubber tired wheels; **hydraulic ripper,** rear mounted, including straight shank tooth suitable for tractor, complete with hydraulic control. Loan 157; **U.S. source;** IL#995432/DLF.157/60; Ref. 41(28)/61-AID. Mar. 3. Shree Digvijay Cement Co., Ltd., Shreeniwas House, Waudby Rd., Bombay 1.

Ball point pen machinery. Loan 157; **U.S. source;** IL#991694/DLF.157/61; Ref. 41(271)/61-AID. Mar. 3. Mirchandani & Co., Importers & Exporters, Eruchshaw Bldg., 249 Hornby Rd., Bombay 1.★

Welding/power plant combination, 225 amp., 5 kw., 100% duty c., complete with standard accessories and equipment. Loan 157; **U.S. source;** IL#NC/GL/MTC/9/DLF/361; Ref. 41(635)/61-AID. Mar. 3. Ramkumar Beniprasad, 87 Southern Ave., Calcutta 29.★

Semiautomatic argon-arc **welding equipment,** suitable for welding up to 8 mm. thick heat resisting steel sheets, composition mostly according to DIN specification 4828. Complete with accessories, ancillary equipment; set of essential spares that may be required for 2 years operation; manually operated, argon-arc **motor generator welding set,** complete with accessories. Loan 157; **U.S. source;** IL#AV/GL/MTC/33/DLF/361; Ref. 41(599)/61-AID. Mar. 3. Westerwork Engineers Pvt., Ltd., 5-D, Vulcan Insurance Bldg., Churchgate, Bombay 1.★

Hydraulic press, capacity 2 tons, with stroke of 12 in. and gap of 18 in., with suitable electric motor, starter, and tropical insulation, to operate on 440 v., 3 ph., 50 c. a.c. supply; **hydraulic press,** capacity 5 tons, with stroke of 12 in. and gap of 16 in., with suitable electric motor, starter, and tropical insulation, to operate on 440 v., 3 ph., 50 c., a.c. supply. Loan 157; **U.S. source;** IL#AV/GL/MCT/22/DLF/361; Ref. 41(518)/61-AID. Mar. 5. Bajai Auto, Ltd., 134, Dr. Annie Besant Rd., Worli, Bombay 18. Cable address: Auto Riksha, Worli, Bombay.

Garage tools, under I.T.C. Circular 46/61 dated 5/4/61. Loan 157; **U.S. source;** IL#991701/DLF/157/HQ/CCI/CG; Ref. 41(648)/61-AID. Mar. 5. Mettupalayam Coonoor Service, Pvt., Ltd., Mettupalayam-CBT (S. India). List.★

Mining equipment, traxcavator crawler type, with various attachments and spare parts. Loan 157; **U.S. source;** IL#995711/DLF.157/60/CG; Ref. 41(102)/61-AID. Mar. 5. Kalyanpur Lime & Cement Works, Ltd., 2 & 3 Clive Row, Calcutta 1.

18 x 18 x 62 in. vertical spindle **surface grinder** with 18 x 62 in. magnetic chuck and all standard equipment, including motors, pumps, starters, wet grinding attachment, splash shield, wheel dresser, automatic downfeed, tape way covers, wrenches, set segments for wheel chuck electrical 400/440 v., 3 ph., 50 c., with electric chuck with motorized neutrolator and rectifier, wheel chuck, magnetic separator, and spare segments. Loan 157; **U.S. source;** IL#991475/DLF.157/61; Ref. 41(73)/61-AID. Kilburn & Co., Pvt., Ltd., 2 Fairlie Pl., Calcutta 1.

Jigs and **fixtures** for manufacture of automobile components. Loan 157; **U.S. source;** IL#991743/DLF.157/60/CG; Ref. 41(11)/61-AID. Mar. 5. Ex-Cell-O India, Ltd., 78-B, Dr. Annie Besant Rd., Worli, Bombay 18.

Galvanized iron wire shorts, soft quality 8 to 30 g. Loan 159; **U.S. source;** IL#SID/IL/C/DW/Oct. 60-Mar. 61/1438. Mar. 5. Chaliha Rolling Mills, 5 Mission Row, Calcutta 1.

Steel strips rivet, wire. Loan 159; **U.S. source;** IL#SID/IL/C/DW/Apr.-Sept. 61/3340. Mar. 5. Transmissions Pvt., Ltd., 3 India House, Opp. G.P.O., Bombay 1. List.★

Mild steel heavy plates; alloy steel bars; black bars. Loan 159; **U.S. source;** IL#SID/IL/C/DW/Apr.-Sept. 3086. Mar. 7. Godrej & Boyce Manufacturing Co., Pvt., Ltd., Lalbaug, Parel, Bombay 12. List.★

Winches, pulley blocks, mobile crane. Loan 162; **U.S. source;** tender S/61/DLF. Bid deadline extended to Feb. 28. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.,

where tender forms and specifications may be obtained. (FCW, Feb. 5, p. 194; *Commerce Business Daily*, Jan. 25.)

Set of **copper bus bars** for 32 krebs Mercury cells, **electric current conductors; graphite; dosing pump, centrifugal pumps; roots blower compressors; diaphragm slurry pumps; impeller stirrer; dosing machines.** Loan 118 to Industrial Finance Corporation, New Delhi; **U.S. source.** Maximum credit amount. No bid deadline. Bids invited by Kanoria Chemicals & Industries, Ltd., 9 Brabourne Rd., Calcutta 1.★

Supply of 220 kv., 110 kv., and 66 kv. bus support **insulators,** bus-bar and equipment **connectors,** Falcon ACST **conductor** and **accessories** for outdoor switching stations of Sharavathi Valley Hydroelectric Project. Loan 120; worldwide; inquiry HCP/SVHEP-12/Dec. 1961. Mar. 1. Government of Mysore, Office of Chief Engineer, Hydroelectric Construction Projects, Race Course Cross Rd., Post Bag No. 60, Bangalore 9, where quotations are to be sent directly. Tender specifications for sale at India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★

Hand-operated **drain valves, bus pipe** with disperser, and allied **accessories** required for penstock drainage system of Sharavathi Valley Hydroelectric Project, first stage. Loan 120; worldwide; inquiry HCP/SVHEP-16/Jan.1962. Mar. 15. Government of Mysore, Office of Chief Engineer, Hydroelectric Construction Projects, Post Bag No. 60, Race Course Cross Rd., Bangalore 9, where quotations are to be sent directly. Tender forms for sale until Feb. 28 from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★

Production rack shaper for cutting spur and helical tooth racks; **production JIGMIL** with metric scales and dials, antifriction bearing spindle head, etc. Loan 157; **U.S. source;** IL#AU/GL/MTC/34/DLF/361; Ref. 41(605)/61-AID. Mar. 2. Investa Machine Tools & Engineering Co., Ltd., Clerk Rd., Rais St., Bombay 11.★

Junior **Straight-O-Matic** for grinding, polishing, and deburring with magnetic chuck with requisite spares; **contact wheels,** different sizes, 60. Loan 157; **U.S. source;** IL#NC/GL/MTC/4/DLF/361; Ref. 41(607)/61-AID. Mar. 2. Carborundum Universal, Ltd., Post Bag 1677, 52/53 Jehanghir St., Madras 1. Cable address: CUMI, Madras.★

Tool and alloy steel, BOM/IL/C/TEX/MAH/28/4349/AS-61; **black free cutting steel** to Spec. ENIA and EN8M, BOM/IL/C/TEX/MAH/1401/3870/AS-61; **flyer spindle steel,** BOM/IL/C/TEX/MAH/2817/3871/AS-61; **carbon chrome spindle steel.** Loan 159; **U.S. source.** Feb. 28. National Machinery Manufacturers, Ltd., P.O. Box 3, Kalwe, Thana, Bombay. Cable Address: MACHIMAN, Thana, Bombay.★

M.S. wire, 312 m./tons. Specification: C, 0.06-0.12%; **size** in 6 mm. minimum 0.40-0.55%. No plus tolerance allowed, Si, traces. Minus tolerance not to exceed 0.05 mm. P, maximum 0.03%, Cu, 0.13%, 0.15% maximum. Loan 159; **U.S. source;** IL#SID/IL/C/DW/Oct. 60-Mar. 61/2320. Feb. 28. J.B. Advanti-Oerlikon Electrodes Pvt., Ltd., Radia House, 6 Rampart Row, Bombay 1.★

Israel

8 x ⅝ Phillips undercut flathead type A Sems, of type 430 stainless steel and assembly, with finishing washers of 430 Corr. Res. steel, 50,000 pieces; 10/32 x ½ washer HEX head, type F Sinc. 0242116250, Part 0147-12-505, 25,000 pieces. Loan 214; **U.S. source;** subauthorization 790/1/23. Feb. 23. List.★

Bantam, or equal, T-350 basic unit only, complete, with Continental ED-201 diesel engine, electric starter, battery. Standard boom hoist, fully enclosed cab, operator seat with back rest, 1,500# counterweight, complete backhoe equipment, including 25 in. solid rock type bucket with teeth. Loan 214; **U.S. source;** subauthorization 790/1/69. Mar. 1.

Bids for above items invited by Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attn.: Mr. N. Nisen. Additional information available. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by June. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tenders to buyer.

Korea

Machinery and **equipment** for synthetic condensed milk manufacturing plant. Loan 94; worldwide (899); inv. DLF 2002-S. Feb. 26. Office of Supply, Republic of Korea, Seoul (Sam Kang Fat & Oil Chemical Co., Ltd.). Copies of complete invitation to bid with specifications may be obtained from Procurement Officer, Korean Embassy, 2322 Massachusetts Ave., NW., Washington 8, D.C.★

Pakistan

Machinery required for complete automatic breadmaking plant, including sugar grinder; self-contained **flour plant** with vibrating sifter; copper stand type **water measuring and tempering tank; dough mixing machine** with removable pans. Loan 194; worldwide; ICA Code 899. Maximum credit amount $63,000. Mar. 5. Kanza Food Industries, Ltd., 16/9 Hussainbhai Bandukwala Rd., Karachi 1. Cable Address: Energy, Karachi.★

Yugoslavia

Chromatographic **analyzers,** 2730-384-V, 2741/41/43/44; -102A, **compressor buildings; distillation towers,** 2751-152-159-A; **drums,** 2751-158-BA, 158-AL, 158BF; **vessels,** 2751-158-AX; 2751-145-AX, 145-AY **exchangers; pneumatic conveyor system,** 2755-161-C; **elevator,** 2755-198-C; **centrifugal air blower,** 1763-173-A. Loan 135; **U.S. source;** Ref. DLF 21. Feb. 16. Invest-Import, Teraziji 5, Belgrade. Detailed specifications obtainable from Foster Wheeler Corp., 666 Fifth Ave., New York 19, N.Y.

Pakistan Wants Tractors; India Needs Newsprint

Bids are invited by Pakistan for tractors and by India for newsprint.

The bids invited by West Pakistan call for supply of tractors and other equipment. Included in Tender No. WP/810/62/6288 are 24 tracklaying tractors (185 drawbar horsepower), 4 to be equipped with bulldozer attachments. The invitation also calls for twenty 15-cubic-yard, struck-capacity, pull-type scrapers; nine 15-cubic-yard, struck-capacity, motor scrapers; 48 motor truck chassis of 27,000 pounds gross vehicular weight; and four 45-ton-capacity, low-bed, semi-tractor trailers.

Bids should be addressed to the Purchase Directorate, Water and Power Development Authority, Munshi Chambers, Lake Road, Lahore, West Pakistan. Deadline is February 26.

Specifications and additional details for the listed equipment may be borrowed from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Newsprint Deadline March 1

The bids invited by the Government of India call for immediate supply of 5,000 tons of standard quality, unglazed newsprint in reels; weight, 50 to 52 grams per square meter; mechanical woodpulp, not less than 70%, and chemical woodpulp, not more than 30%. Approximately 90% or more of the total tonnage should be in reels of 33-inch face and the remaining quantity in 34-inch face or other sizes with inner cores of 3-inch diameter.

Bids, f.a.s., f.o.b., and c. and f. main Indian ports, should be submitted in triplicate to the State Trading Corporation of India, Ltd. P.O. Box 79, New Delhi, by March 1. "Newsprint" should be inscribed on the top left-hand corner of the outer cover. Bids should be accompanied by 10 sample sheets of not less than 20 inches by 30 inches in size.

Additional information may be obtained from the India Supply Mission, 2536 Massachusetts Avenue, N.W., Washington 8, D.C., with reference to D/ENQ/406.

NATO Project in France Open to U.S. Bidders

A new project in France, estimated to cost $200,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for pipeline adjustment on the Strasbourg-Entzheim Airfield.

Interested firms should register their intentions before Feb. 28 with Ministere de l'Industrie, Direction des Carburants, Service Special des Depots d'Hydrocarbures, 5 rue Barbet de Jouy, Paris 7eme.

U.S firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as described in the brochure on the NATO international competitive bidding program, available from that Division.

Requests . . .

(Continued from page 237)

Armament Dept., Imperial Iranian Army, DT/Sec. Jale Ave., Tehran.★

Jute cloth, 14,000 m.; Mar. 6. Iranian Food & Chemical Corp., Ministry of Industries & Mines, Tehran.★

Iraq

Wall fans, 156, direct current, 110 v., for ships, trains; spec. ORD/130; Mar. 5. Director, Contracts & Purchases, Ministry of Defense, Baghdad.★

Equipment, laboratory materials for Ministry of Education; Mar. 4. Terms and specifications obtainable for $1.40 plus postage from Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.

Telephone equipment for port hospital; tender 25/62; Mar. 14. **Armored car** for carrying money, other valuables; tender 31/62; Mar. 14. **Electric lighting materials** for football stadium at Margil; tender 35/62; Mar. 14. Director General, Iraqi Ports Administration, Margil.★

Pakistan

Meggers, 56, hand operated, tropicalized; 21 galvanometers; 8 **bridge meggers;** 138 mm., various sizes; Feb. 27; tender 7-16/61/404. **Condensers,** 47, 2 sizes; **lightning dischargers,** 1,900 2-wire, 166 4-wire, 170 10-wire, 50 20-wire; 6,200 fuse **glass tubes;** 17 **polarized relays;** other components; Feb. 27; tender 7-17/61/405. **Generators,** other **measuring and testing equipment** for radios; Feb. 26; tender 21-24/61/406. Purchase Coordinating Officer, Pakistan Posts & Telegraphs Directorate-General, Block 32, Pakistan Government Offices, Karachi.★

Air circuit breakers, various amps., 65; tender 493/DS/DCR/203. **Direct current volt meters,** various amps., 70; tender 494/DS/DCR/203. **Rectifier units,** 12 1,000 kw., 5 500 kw.; tender 495/DS/DCR/203. Feb. 20. Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority, Gardi Trust Bldg., Old Anarkali, Lahore.★

Portugal

Distance-measuring equipment, double-purpose type (service and reserve) to operate in conjunction with VOR-FLEX-KI-200RD, 6B384-AL, Lorenz brand, installed in Portela Airport, Lisbon; Concurso Publico (tender) 7/61; total bid value $59,500; bidders must make provisional deposit before Apr. 16 of 42,500 escudos ($1,487.50) with Caixa Geral de Depositos, Credito e Previdencia, Lisbon. Bids must be submitted in Portuguese. Bidders' representatives must be present at bid opening Apr. 16 at Direccao-Geral da Aeronautica Civil, Avenida da Liberdade 193, Lisbon 2. Copy of specifications and general regulations available in Portuguese.★

Viet-Nam

Marine lanterns, 2, 200 mm. for use in tropics; tender 0470-10012. **Blankets,** 4,000, 43.8% wool, 56.2% spun rayon, wt. 1.07 kg. net each; tender 0471-10012. **Perforator tape,** 12,000 rolls, width 12 mm.; tender 0472-10012. **Chemicals;** tender 0473-10012. Mar. 2. Director, Central Purchasing Authority, P.O. Box H-5, Saigon.★

Industrial Machinery Sales Could Expand in Philippines

U.S. manufacturers of industrial machinery presently enjoy a favorable competitive position in the Philippines and are in a position to further expand their sales volume.

American machinery has traditionally been preferred by Filipinos because they have confidence in its quality and because spare parts and repairs have been readily available. An increasingly important sales factor which has not been fully exploited by U.S. suppliers is the delivery of equipment. Prompt, reliable deliveries, including spare parts, will add a good selling point for American machinery.

Suppliers have been urged to take note of the importance of early delivery promises and to emphasize this selling point with local agents, and whenever special quotations are submitted.

Trinidad and Tobago Seeks Material for Power Lines

Bids are invited by the Government of Trinidad and Tobago for the supply and delivery of power line materials. Closing date for tenders is March 26.

The invitation calls for the supply of all or any of the following materials:

Tender 333, 3,500 overhead line dead end clamps fitted with aluminum liners, suitable for conductors from 0.398 in. to 0.563 in. diameter, average ultimate strength 20,000 lb.

Tender 334, 350 photoelectric street lighting control units; tender 335, 5,000 wire rope clips made of galvanized mild steel with malleable iron bridge; tender 336, 50 miles of No. 4/9 all aluminum stranded conductor, 7 strands of 0.1739 in. diameter aluminum.

Tender 337, 400 eye bolts of ⅝ in. diameter, overall length of bolt and eye approximately 13¾ in.; tender 338, 2,000 eye bolts of ½-in. diameter; tender 339, all aluminum stranded conductors, 120 miles; tender 340, 250 miles steel cored aluminum conductors, steel reinforced for overhead power transmission.

Tender 341, 100 miles steel cored aluminum conductor, steel reinforced for overhead electrical power transmission; tender 342, low-tension house service insulators of brown glazed porcelain; tender 343, 2,500 nuts and bolts, ½ in. x 9 in.

Tender 344, 9,000 nuts and bolts, ½ in. x 10 in.; tender 345, 4,000 nuts and bolts, ⅝ in. x 12 in.; tender 346, 2,000 nuts and bolts, ¾ in. x 12 in.; tender 347, 70,000 pounds ⅞ galvanized mild steel stay wire.

Tender 348, soft aluminum tie wire for overhead line construction work, 4,000 lb.; tender 349, soft aluminum tie wire, 2,000 lb.; tender 350, 800 turnbuckles (stay swivels).

Tender 351, stay rods (guy anchors), 8 ft. x 1 1/16 in. diameter; tender 351, 4,000 cross arm braces; tender 353, pole top insulator pins, 2,000; tender 354, 3,500 pole steps; tender 355, low-tension insulator straps, 4,600; tender 356, 3,000 terminating thimbles, ⅜ in. diameter.

Tender 357, 8,000 terminating thimbles, ½ in. diameter; tender 358, polyvinyl chloride insulated 0.0745 in. diameter aluminum conductor, 18,000 feet.

Tender 359, polyvinyl chloride insulated 0.1055 in. diameter aluminum conductor, 18,000 feet; tender 367, 20-amp. low-tension service line fuse connectors, 7,500; and tender 368, 75-amp. low-tension service line fuse connectors.

A copy of the tender document and specifications is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

NATO Project in Turkey Opened to U.S. Bidders

A new project in Turkey, estimated to cost $504,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for repair of concrete pavement of the parallel taxiway and correction of the runway profile at Diyarbakir Airfield.

Eligible firms interested in bidding on this project should submit their applications on a prescribed form, before Feb. 19, to Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit Tesisleri, Insaat Baskanligi, Ataturk Bulvari No. 140, Kavaklidere, Ankara, Turkey.

The prescribed forms are available on request from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program, available from that Division.

Tenders for Power Project Invited by Australian Agency

The State Electricity Commission of Queensland is inviting tenders on behalf of the Capricornia Regional Electricity Board for civil engineering construction of the Calcap Power Station in Queensland. (FCW, Jan. 15, p. 73.)

Specification CC/3 provides for all engineering services associated with the project—preparation of all necessary designs, drawings, and specifications, together with administration of all plant and equipment contracts, inspection and tests during manufacture, and complete supervision of all site works.

It also provides for construction works on the site, including provision and maintenance of construction services and all works not included in plant and equipment contracts.

Tenders close on May 2. A copy of Specification CC/3 is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. Also available is a copy of the "Description of Works."

Specification CC/3 may also be inspected at offices of the Australian Government Trade Commissioners in New York, Chicago, and San Francisco.

NEW World Trade OPPORTUNITIES

• The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

195 Small Arms

France

Sporting arms, accessories. Direct purchase and agency. Rene Cosson & Cie., S.A.R.L. (importer, wholesaler, manufacturer), 16 rue des Tournelles, Paris 4. WTD 12/7/61.

196 Small Arms Ammunition

France

Ammunition for hunting arms. Direct purchase and agency. Rene Cosson & Cie., S.A.R.L. (importer, wholesaler, manufacturer), 16 rue des Tournelles, Paris 4. WTD 12/7/61.

200 Food, Related Products

Zanzibar

Powdered milk, wheat, biscuits, vermicelli, peppermint, confectionery products. Narshidas Narbheram & Son (importer, wholesaler), P.O. Box 197, Zanzibar. WTD 1/3/62.

201 Meat Products

Germany

Pork livers and kidneys, beef livers, fryers, fowl, fatbacks. Direct purchase and agency. Theo Schiefer (importer, wholesaler, broker), 11/13 Berliner Strasse, P.O. Box 102, Schwetzingen/Baden. WTD 1/11/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Denmark

All kinds of **canned fish**, especially crab. Direct purchase and agency. P. Lykkeberg (manufacturer, importing distributor), 75 Vaerkstedvej, Copenhagen. WTD 1/23/62.

Malaya

Canned peaches, pears, cherries, salads. International Enterprises, Ltd. (general merchant, importer, exporter, manufacturers' representative), Oversea-Chinese Bank Bldg., Beach St., Penang. WTD 12/12/61.

204 Grain Mill Products

Hong Kong

Feedstuff: Corn, rice in husk (low grade paddy). Kingley Manufacturing Co., Ltd. (importer, exporter, manufacturers' agent, commission merchant), 44 Printing House, Duddell St., P.O. Box 2642. WTD 5/17/61.

221 Broad Woven Fabric Mills, Cotton

Germany

Cotton fabrics for production of polishing disks. C. Hilzinger-Thum (manufacturer, exporter), P.O. Box 332, Tuttlingen/Wuerttemberg. WTD 1/10/62. Sample available.★

223 Broad Woven Fabric Mills, Wool

Italy

Woolen fabrics for men's wear, high quality. Direct purchase and agency. Battaglia & Co. (importer, retailer), 97 Via Ruggero Settimo, Palermo, Sicily. WTD 1/10/62.

224 Narrow Fabrics, Other Smallwares Mills

Germany

Insulation tape, glass silk, cotton and

artificial silk tape, plastic hoses, oil lacquered linen and cotton fabric hoses for electro insulation purposes. Direct purchase and agency. Carl Weyedemeyer & Co. KG (importer, wholesaler), P.O. Box 21, 37 Richard-Wagner-Str., Koeln a. Rh. WTD 1/12/62.

225 Knitwear

Hong Kong

Woolen knitwear for men, women, such as mohair, lambswool sweaters with latest designs. Direct purchase and agency. Lyon Enterprise, Ltd. (importing distributor, manufacturer's agent), 25 Des Voeux Rd. C. WTD 5/2/60.

228 Yarn, Thread Mills

Germany

Yarns of all colors, qualities, such as rayon, cotton, mixed cotton, cellulose, wool, mixed woolen; carded, synthetic, flat, tow, bleached, dyed. Wolfgang Plaetzsch (importer), 11 Brueckstrasse, Dortmund. WTD 12/21/61.

229 Miscellaneous Textile Goods

Germany

Respirable artificial **leather** for wearing apparel, upholstery, automotive industries. Direct purchase and agency. Andreas Lovin (importer, exporter, sales agent, manufacturer), 2 Bieberstr., Frankfurt/Main. WTD 12/21/61. Sample.★

Textiles for shoe manufacturing. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent) (Postfach 72), 42 Schloss Str., Pirmasens/Pfalz. WTD 1/12/62.

Netherlands

Nonwoven **interlinings** for wearing apparel industry. M. J. K. Dijkstra (importing distributor), 8 de Genestetlaan, Bilthoven. WTD 12/21/61.

Linings, cloth for ladies' handbags, travel bags. Lederwarenfabriek, The Flying Dutchman, (manufacturer), 1 Servetstraat, Utrecht. WTD 12/21/61.

230 Apparel

Surinam

Wearing apparel, including ladies', men's, children's underwear, sports, beach wear. Direct purchase and general agency for Surinam. Elmosa Trading Co. (importing distributor, commission merchant, manufacturer's agent), 164-66 Zwartenhovenbrugstraat, Paramaribo. WTD 11/1/61.

233 Women's, Misses', Juniors' Outerwear

Germany

Ladies' **clothing, bathing suits.** Krimmel & Cie. (manufacturer, exporter), 74 Tuebinger Str., Reutlingen/Wuerttemberg. WTD 1/15/62.

Netherlands

Maternity dresses, lower to medium price range. Inkoopcombinatie Nederland, N.V. (importing distributor), 225-27 Prinsengracht, Amsterdam. WTD 2/18/60.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Ladies' **lingerie.** Krimmel & Cie. (manufacturer, exporter), 74 Tuebinger Str., Reutlingen/Wuerttemberg. WTD 1/15/62.

Netherlands

Maternity nightgowns, panties, lower to medium price range. Inkoopcombinatie Nederland, N.V. (importing distributor), 225-27 Prinsengracht, Amsterdam. WTD 2/18/60.

238 Miscellaneous Apparel, Accessories

Italy

High quality **raincoats** for men, women. Direct purchase and agency. Battaglia & C. (importer, retailer), 97 Via Ruggero Settimo, Palermo, Sicily. WTD 1/10/62.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

241 Logging Camps, Contractors

Netherlands

Hickory, maple, and ash round **logs.** Exclusive distributorship for Benelux countries. Firma H. Van Der Woude (importing distributor, manufacturer), 24 Ommelanderwijk, Veendam. WTD 12/21/61.

242 Saw Mill, Planing Mills

Netherlands

Redwood, pitch pine, Oregon pine, hemlock, oakwood. Firma W. A. Langendorff & Zn., (manufacturer), 11 Heideveldweg, Laren, WTD 12/21/61.

Redwood, pitchpine, cedar wood. Especially interested in cedar measuring ⅞ x 4 in. x 12 ft. De Groot's Houtbouw, N.V. (manufacturer), Vroomshoop. WTD 12/21/61.

Redwood boards for paneling, ¾ in., G. Wijma & Zonen, N.V. (importing distributor), 14 Oosterlaan, Apeldoorn. WTD 12/21/61.

252 Office Furniture

Rhodesia and Nyasaland

Office **furniture,** latest styles. Salisbury Plywood & Timber (Pvt.), Ltd. (importing distributor), P.O. Box 1142, Salisbury, Southern Rhodesia. WTD 1/16/62.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

Rhodesia and Nyasaland

Industrial **shelving.** Salisbury Plywood & Timber (Pvt.), Ltd. (importing distributor), P.O. Box 1142, Salisbury, Southern Rhodesia. WTD 1/16/62.

264 Converted Paper, Paperboard Products

Cambodia

Duplicating paper, 100 metric tons, of following specifications: W/F white laid paper; weight, 62 gr. a sq. m.; size 105 cm. x 66 cm.; **packaging,** reams of 500 sheets; Apr. delivery. Wang Fa Leang (Khmer Trading), 4 Vithei Leng Sisowath, Phnom Penh. WTD 1/30/61.

Netherlands

Paper **drinking straws.** Papierindustrie B. E. Stibbe, C.V. (importing distributor), 37 Voorstraat, Zwolle. WTD 12/21/61.

272 Periodicals

Honduras

Spanish language **magazines** published in United States: news, fashion, popular science, fiction, interior decoration. Direct purchase and agency. Agencia Paragon (importing distributor), San Pedro Sula, Cortes. WTD 1/8/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Polystyrene for spraying plastic arti-

cles. Direct purchase and agency. Th. Heimann & Co. (manufacturer), Niederense Kr. Soest/W. WTD 1/9/62.

Indonesia

Synthetic **rubber.** N. V. Pulau Mas (importing distributor), Djalan Asemka 8-A, Djakarta. WTD 7/31/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Sweden

Toiletries, such as hair lotion, after shave lotion, shaving cream, shampoos. Direct purchase and agency. A. B. Risor (importing distributor), Trollhattan. WTD 1/12/62.

302 Rubber Footwear

Germany

Rubber soles for shoe manufacturing. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent) (Postfach 72), 42 Schloss Strasse, Pirmasens/Pfalz. WTD 1/12/62.

306 Fabricated Rubber Products

Germany

Rubber sheets for shoe manufacturing. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent) (Postfach 72), 42 Schloss Str., Pirmasens/Pfalz. WTD 1/12/62.

307 Miscellaneous Plastics Products

Germany

Plastic prefabricated **houses** designed for families with up to two children. Matzen & Timm, Moenckebergstrasse 10, Hamburg 1 (importing distributors). WTD 10/21/60.

Veined wood imitation **plastic foils** for veneer, large variety of colors, veins. Direct purchase and agency. Andreas Lovin (importer, exporter, sales agent, manufacturer), 2 Biebergasse, Frankfurt/Main. WTD 12/21/61.

Plastics for shoe manufacturing industry. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent) (Postfach 72), 42 Schloss Str., Pirmasens/Pfalz. WTD 1/12/62.

Transparent polyester or polyvinylchloride **roof tiles; plastic plates** for tables, counters, furniture, on polystyrene bases for insulating purposes for electrical industry such as backing for electric meters and plastic foils used as protection sheets for goods and packaging purposes. E. Schmitz KG & Schoeller Kunststoffzentrale GmbH (importer and wholesaler), 118 Luxemburger Strasse, Koeln a. Rh. WTDR 1/9/62.

311 Leather Tanning, Finishing

Germany

All types of **leather** for shoe manufacturing, apparel. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent) (Postfach 72), 42 Schloss Str., Pirmasens/Pfalz. WTD 1/12/62.

314 Footwear

Italy

General **footwear:** high, medium, low priced; 150,000 prs. monthly. Organizzazione Commercio Estero (importer, exporter), Via Valverde 25, Verona. WTD 1/17/62.

316 Luggage

Netherlands

Pigskin **briefcases.** N. V. Commissiehandel v/h D. Schumacher (importing distributor), 23 Joh. Vermeerstraat, Amsterdam. WTD 12/21/61.

Travel bags, briefcases. W. F. Koperberg-Lederwarenfabriek GE-MI (manufacturer), Lutmasstraat 271, Amsterdam. WTD 12/21/61.

Fittings for handbags, travel bags, briefcases. W. F. Koperberg-Lederwarenfabriek GE-MI (manufacturer), Lutmasstraat 271, Amsterdam. WTD 12/21/61.

Fittings for ladies' handbags. N. V. Commissiehandel v/h D. Schumacher (importing distributor), 23 Joh. Vermeerstraat, Amsterdam. WTD 12/21/61.

317 Handbags, Other Personal Leather Goods

Netherlands

Small fancy **leather goods,** all price ranges. Roelof Groenteman (importing distributor, manufacturer), 111 Weesperzijde, Amsterdam. WTD 12/21/61.

Handbags. W. F. Koperberg-Lederwarenfabrie GE-MI (manufacturer), Lutmasstraat 271, Amsterdam. WTD 12/21/61.

331 Steel Mill Products

Pakistan

Ferrous metals: M.S. sheets, electrical steel sheets, pig iron. Direct purchase and agency. Zenith Trading Agency (manufacturer's agent, indentor), 1 Mansa Ram St., Chamberlain Rd., Lahore. WTD 6/28/61.

341 Metal Cans

Indonesia

Square topped **cans,** 5 gal. capacity (235 x 235 x 350 mm.), filler hole 45 mm. diameter. P. D. N. Tulus Bhakti (P. T. Indestins) (importer), 127 Hajam Wuruk, Djakarta. WTD 12/15/60.

342 Cutlery, Hand Tools, General Hardware

Germany

Electric **scissors** for tailors, carpet industry; **corkscrews** operating on air pressure. Direct purchase and agency. Vendrix Import-Export GmbH & Co., KG (importer), 30-32 Saarbrueckerstr., Wuppertal-Barmen. WTD 1/16/62.

344 Fabricated Structural Metal Products

Germany

Metal **prefabricated houses** for families with up to two children. Matzen & Timm (importing distributor), Moenckebergstrasse 10, Hamburg 1. WTD 10/21/60.

Nigeria

Various sizes of **prefabricated buildings** suitable for warehouses, factories. John Holt & Co. (importer, exporter, wholesaler, distributor), 149-53 Broad St., Lagos. WTD 4/13/59.

349 Miscellaneous Fabricated Metal Products

Pakistan

Large butterfly and fixed **wheel valves.** Direct purchase and agency. Lahore Motors (manufacturer's agent, importing distributor, commission merchant), 7 Mall Mansions, 30 The Mall, Lahore. WTD 1/8/62.

352 Farm Machinery, Equipment

Canada

Silos, harvesters; farm equipment, especially for milk industry. Eugene Roy, Ltd. (importing distributor), 321 St. Jacques St., L'Assomption, P.Q. WTD 1/19/62.

Singapore

Farm machinery and equipment: wheel, garden, crawler tractors; plows, listers; farm earthmoving equipment; harrows, rollers; planting, seeding, fertilizer machinery. **Harvesting machinery; all haying machinery.** Direct purchase and agency. The Cycle & Carriage Co. (1926), Ltd. (importer, distributor, manufacturer's agent), 41-43 Orchard Rd., P.O. Box 142, Singapore. WTD 9/30/59.

Saudi Firms Must Submit Paid-Up Tax Certificate

Saudi contractors bidding on tenders offered by any ministry or government department must submit with their bids a certificate from the Department of Zakah and Income Taxes confirming that the firm or individual has paid the tax assessments due for the previous year. Bids will be rejected outright if such a certificate is not submitted. This announcement was made in various Saudi newspapers by the Ministry of Finance and National Economy of Saudi Arabia.

Although this injunction nominally applies only to Saudi firms, potential U.S. bidders, especially those who may be associated with a Saudi firm or individual in a joint-venture arrangement, should probably obtain a similar certificate from the tax authorities as a precautionary measure.

353 Construction, Mining, Materials Handling Machinery, Equipment

Denmark

Contractors' equipment except heavy equipment, air tools and equipment, vibrators, surfacing machines. Direct purchase and agency. Hoff & Co. (importing distributor), 44-46 Bjerringbrovej, Copenhagen Brh. WTD 1/19/62.

Germany

Concrete mixers, loading tractors, bulldozers, conveyor belts. Direct purchase and agency. Hans Hinze, Baumaschinen (wholesaler), 50 Am Juliusturm, Berlin-Spandau. WTD 1/15/62.

Pakistan

Tractors. Direct purchase and agency. Lahore Motors (manufacturer's agent, importing distributor, commission merchant), 7 Mall Mansions, 30 The Mall, Lahore. WTD 1/8/62.

Rhodesia and Nyasaland

Warehouse and handling equipment. Salisbury Plywood & Timber (Pvt.), Ltd. (importing distributor), P.O. Box 1142, Salisbury, Southern Rhodesia. WTD 1/16/62.

354 Metalworking Machinery, Equipment

Germany

Special **machinery, machine tools.** Direct purchase and agency. Eberhard Henkel, Technisches Buero (manufacturer, importer, manufacturer's agent), 72 Bahnhofstr., Geislingen/Steige. WTD 4/11/61.

Indonesia

Turnkey installation, rolling mill, capacity 33,000 tons annually construction (concrete reinforcing) **steel.** N. V. Sjalam & Co. (wholesaler, manufacturer), Djalan Tjengkeh, Djakarta. WTD 6/23/61.

Spain

Metalworking machinery and equipment in general, particularly machines for cutting, folding, perforating steel plate; for automatic manufacture of washers of different sizes; for production of metal dies. Direct purchase and agency. Esmena-Estampaciones Metalicas del Natahoyo (manufacturer), Arcipreste de Hita 17-23, Gijon. WTD 12/21/61.

355 Special Industry Machinery

Brazil

Modern, complete **sugarcane mill** for daily production of 3,000 to 3,500 60-kilo bags of refined white sugar; electrical, oil-burning or sugar-waste-burning **furnace.** Antonino Luiz de Oliveira (landowner), Largo da Polvora 96, 5 andar, Sao Paulo. WTD 12/21/61.

Ceylon

Cocoa butter press; cocoa powdering machine; complete **toffee cutting, wrapping machine.** Milkray Industries (manufacturer), Welimada. WTD 1/16/62.

Germany

Secondhand **machines, equipment** for textile industry, leather industry, food, sweets industry, rubber, plastics industries. Anselm Schrader (importer, wholesaler), 8 Bedburger Str., Duesseldorf 1. WTD 6/28/61.

Indonesia

Cotton textile machinery: printing, finishing machines, capacity 40,000 yds. daily. Djawa-Bali Trading Corp., Ltd. (importing distributor), Djalan Orpa 58, Djakarta. WTD 10/23/61.

Pakistan

Offset and platen printing presses, allied equipment. Direct purchase and agency. Zenith Trading Agency (manufacturer's agent, indentor), 1 Mansa Ram St., Chamberlain Rd., Lahore. WTD 6/28/61.

Philippines

Used, good-condition **woodworking machinery:** planer-matcher-molder, 5 head, 16 or 12 in. wide by 6 in. thick, 3 ph., 60 c., 220 v. Machinery & Engineering Supplies, Inc. (importing distributor, wholesaler, manufacturer's agent), 627 Echague, Manila. WTD 9/20/60.

356 General Industrial Machinery, Equipment

Germany

Gear and driving elements, roller bearings. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

Secondhand machines, equipment such as rollers of all kinds, mixers, kneaders, grinders, edge runner mills, paper machines, labeling machines, large scales or weighing machines, crushers, transport machines, compressors, filter screening sieves, filling, closing machines (sealing, seaming machines), calenders, power engines, presses, exhausters, ventilators, steam boilers, autoclaves, stirring apparatus, containers, evaporators, dryers, pumps, packaging machines. Anselm Schrader (importer, wholesaler), 8 Bedburger Str., Duesseldorf 1. WTD 6/28/61.

357 Office, Computing, Accounting Machines

Germany

Automatic tape-operated **typewriters, other office equipment.** Direct purchase and agency. Franz Hoesbacher (wholesaler, retailer), 32A-34 Stettenstr., Frankfurt/Main. WTD 12/21/61.

Adding, calculating, bookkeeping machines, typewriters. Tausch & Simon KG (wholesaler, manufacturer's agent), 5 Liebenzellerstrasse, Stuttgart-Bad Cannstatt. WTD 1/12/62.

Norway

Digital instruments, X-y plotters. Solberg & Andersen A/S (importing distributor, manufacturer's agent), 5 Hansteensgate, Oslo. WTD 11/27/61.

Pakistan

Office machines, typewriters, calculators. Direct purchase and agency. Lahore Motors (manufacturer's agent, importing distributor, commission merchant), 7 Mall Mansions, 30 The Mall, Lahore. WTD 1/8/62.

Rhodesia and Nyasaland

Newly developed **office equipment.** Salisbury Plywood & Timber (Pvt.), Ltd. (importing distributor), P.O. Box 1142, Salisbury, Southern Rhodesia. WTD 1/16/62.

358 Service Industry Machines

Germany

Secondhand **freezers.** Anselm Schrader (importer, wholesaler), 8 Bedburger Str., Duesseldorf 1. WTD 6/28/61.

Companion **equipment** to forced recirculation steam generator field of water softeners; **special equipment** in this field as used by textile industry and in connection with nonwoven fabrics. Direct purchase and agency. Industrie-Compagnie, Kleinewefers Handelsgesellschaft mbH (importer, manufacturer's agent), 43 Koelner Str., Krefeld. WTD 4/25/60.

Domestic **air conditioners.** Direct purchase and agency. Kurt Moeckel OHG (manufacturer's agent), 6 Baueracker, Herne/W. WTD 1/10/62.

Malaya

220 v., 50 c. **air conditioners.** International Enterprises, Ltd. (general merchant, importer, exporter, manufacturer's representative), Oversea-Chinese

Truck-Tractor Trailers Asked by Thailand

The Government of Thailand invites bids for the supply of truck-tractor trailer combinations.

Tender No. Phor. 61/2505 calls for the supply of three truck-tractor trailer combinations, including two 35-ton trailers and one tilt-type trailer of 25-ton capacity.

Quotations should be made in baht (21 baht=US$1) and submitted by February 20 to Finance Section, The State Highways Department (Phya Thai), Tehran, Iran. Included with the quotations should be a catalog with full specifications.

A copy of the tender may be borrowed from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Bank Bldg., Beach St., Penang. WTD 12/12/61.

Netherlands

All types of **equipment** for bakeries, restaurants, canteens, including large kitchen installations. Diepenbroek's Handelshuis N.V. (importing distributor, manufacturer's agent), 13 Stargardlaan, Bussam. WTD 12/21/61.

Pakistan

Air conditioners, automobile air conditioners, refrigerators, freezers, ice machines. Direct purchase and agency. Lahore Motors (manufacturer's agent, importing distributor, commission merchant), 7 Mall Mansions, 30 The Mall, Lahore. WTD 1/8/62.

361 Electric Transmission, Distribution Equipment

Norway

Electric measuring, control instruments for telecommunications. Solberg & Andersen A/S (importing distributor, manufacturer's agent), 5 Hansteensgate, Oslo. WTD 11/27/61.

362 Electrical Industrial Apparatus

Ceylon

Graphite brushes for electric motors. Direct purchase and agency. Samuel, Sons & Co., Ltd. (importing distributor), 371 Old Moor St., Colombo 12. WTD 6/23/61.

363 Household Appliances

Germany

Electric hair dryers. Direct purchase and agency. Kurt Moeckel OHG (manufacturer's agent), 6 Baueracker, Herne/W. WTD 1/10/62.

Electric household, kitchen appliances, such as vacuum cleaners, refrigerators, polishing machines, coffee grinders, coffee makers, kitchen ranges, grills, cake molds, washing machines, dryers, dish washers, toasters, small table warmers, hot plates, mixers, can openers, juicers, chopping, slicing appliances, massage equipment, heating pads and blankets. Direct purchase and agency. Kurt Moeckel OHG (manufacturer's agent), 6 Baueracker, Herne/W. WTD 1/10/62.

Electric can openers. Direct purchase and agency. Vendrix Import-Export GmbH & Co., KG (importer), 30-32 Saarbrueckerstr., Wuppertal-Barmen. WTD 1/16/62.

Greece

Electric cooking stoves, slightly used household **refrigerators.** N. Monokandilos & Sons (importer, wholesaler, retailer), Kalymnos, Dodecanese Islands. WTD 11/30/61.

Malaya

Compressor type **refrigerators** from 4 to 8 cu. ft. capacity. International Enterprises, Ltd. (general merchant, importer, exporter, manufacturers' representative), Oversea-Chinese Bank Bldg., Beach St., Penang, Malaya. WTD 12/12/61.

Deluxe model **gas stoves.** Direct purchase and agency. Marton & Co., Ltd. (importer), Eastern Bank Bldg., P.O. Box 2538, Kuala Lumpur. WTD 8/25/61.

Sweden

Electric household appliances; shavers, electric or battery driven. Direct purchase and agency. AB Risor (importing distributor), Trollhattan. WTD 1/12/62.

364 Electric Lighting, Wiring Equipment

Germany

Quartz lamps, Alpine lamps for healing purposes. Direct purchase and agency. Kurt Moeckel OHG (manufacturer's agent), 6 Baueracker, Herne/W. WTD 1/10/62.

Electric installation material such as sockets, switches, wires, cables, cable accessories, pipes, bulbs, lighting fixtures, fluorescent lamps, large size neon lamps. Direct purchase and agency. Kurt Moeckel OHG (manufacturer's agent), 6 Baueracker, Herne/W. WTD 1/10/62.

365 Radio, Television Receiving Sets

Sweden

All kinds of LP and EP **phonograph records,** monaural and stereophonic; classical, popular, topical, jazz. Svenska AB Carl Borgesen (wholesaler, manufacturer's agent), Sodergatan 41, P.O. Box 248, Halsingborg. WTD 1/10/62.

366 Communication Equipment

Rhodesia and Nyasaland

Burglar alarm systems for offices, warehouses, private residences. Salisbury Plywood & Timber (Pvt.), Ltd. (importing distributor), P.O. Box 1142, Salisbury, Southern Rhodesia. WTD 1/16/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Malaya

Automobile, truck, bus **batteries.** Six v. with 17 plates or more, 12 v. with 9 plates or more. International Enterprises, Ltd. (general merchant, importer, exporter, manufacturers' representative), Oversea-Chinese Bank Bldg., Beach St., Penang. WTD 12/12/61.

371 Motor Vehicles, Motor Vehicle Equipment

Netherlands

Automotive spare parts. Direct purchase for Finland, Norway, Sweden, Denmark. Handelmaatschappij Cowesco N.V. (importing distributor), 194 Singel, Amsterdam. WTD 12/21/61.

Pakistan

Automobiles. Direct purchase and agency. Lahore Motors (manufacturer's agent, importing distributor, commission merchant), 7 Mall Mansions, 30 The Mall, Lahore. WTD 1/8/62.

373 Ship, Boat Building, Repairing

Canada

Small pleasure **boats.** Vancouver Island Agencies, Ltd. (steamship agent), P.O. Box 270, Chemainus, B.C.

375 Motorcycles, Bicycles, Parts

Congo

Bicycles, bicycle spare parts for assembly, **accessories; motorcycles; motorcycle motors, parts, accessories.** Ets. Orban (importer, assembler), B.P. 2, Léopoldville. WTD 1/17/62.

Netherlands

Bicycle parts, particularly three speed gears, brakes (back pedaling and coaster types), chains. Direct purchase and agency, exclusive basis. Handelsonderneming Hofexim (importer, manufacturer's agent), 14 Rijnstraat, The Hague. WTD 1/9/62.

Pakistan

Motorcycles, motor scooters. Direct purchase and agency. Lahore Motors (manufacturer's agent, importing distributor, commission merchant), 7 Mall Mansions, 30 The Mall, Lahore. WTD 1/8/62.

379 Miscellaneous Transportation Equipment

Pakistan

Triwheelers. Direct purchase and agency. Lahore Motors (manufacturer's agent, importing distributor, commission merchant), 7 Mall Mansions, 30 The Mall, Lahore. WTD 1/8/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Pocket **geiger counters** for measuring alpha and beta rays of metals, cosmic rays, and radioactivity in rain. Direct purchase and agency. Vendrix Import-Export GmbH & Co., KG (importer), 30-32 Saarbrueckerstr., Wuppertal-Barmen. WTD 1/16/62.

Norway

Electronic measuring and control instruments for scientific, industrial research. Solberg & Andersen A/S (importing distributor, manufacturer's agent), 5 Hansteensgate, Oslo. WTD 11/27/61.

383 Optical Instruments, Lenses

Belgium

Optometrists', opticians' instruments, good quality. Direct purchase and agency. Ets. Rene Williame, S.P.R.L. (importer, sales agent, wholesaler), 31 Rempart Ste. Catherine, Antwerp. WTD 1/15/62.

385 Ophthalmic Goods

Belgium

Good quality **optical, optometric items.**

Direct purchase and agency. Ets. Rene Williame, S.P.R.L. (importer, sales agent, wholesaler), 31 Rempart Ste. Catherine, Antwerp. WTD 1/15/62.

394 Toys, Amusement, Sporting, Athletic Goods

France

Scientific toys, educational games, model ships, planes, motors and accessories. Direct purchase and agency. Albaco, S.A. (manufacturer, wholesaler, retailer, importer, exporter), 154 rue du Faubourg St.-Dennis, Paris 10. WTD 12/11/61. Leaflets.★

Various types of **game traps.** Direct purchase and agency. Rene Cosson & Cie., S.A.R.L. (importer, wholesaler, manufacturer), 16 rue des Tournelles, Paris 4. WTD 12/7/61.

Netherlands

All types **shell craft.** Acro Handelsonderneming (importing distributor), Prins Hendrikstraat 7, Leeuwarden. WTD 12/21/61.

Shell craft. Import-en Export Handelsonderneming Galkon (importing distributor), 53 Blijdensteinlaan, Enschede. WTD 12/21/61.

396 Costume Jewelry, Novelties

Netherlands

Costume jewelry. Handelsonderneming Opeka (retailer), 177 Willem de Zwijgerlaan, Amsterdam. WTD 12/21/61.

399 Miscellaneous Manufacturing Industries

Canada

Plastic, wood, metal **novelties** for golf prizes. Vancouver Island Agencies, Ltd. (steamship agent), P.O. Box 270, Chemainus, B.C.

Denmark

Advertising specialties, business gifts. Donaco (importing distributor), 19 Norgesmindevej, Hellerup. WTD 1/26/62.

Italy

Smoking accessories, such as smoking stands, cigarette, cigar holders, lighters, leather goods; **novelties, bric-a-brac.** Direct purchase and agency. Battaglia & C. (importer, retailer), 97 Via Ruggero Settimo, Palermo, Sicily. WTD 1/10/62.

Netherlands

All types of **sea shells.** Acro Handelsonderneming (importing distributor), Prins Hendrikstraat 7, Leeuwarden. WTD 12/21/61.

New **smokers' requisites, giftware, novelties.** A. van Asperen, N.V. (importing distributor), 21 Stationsstraat, Utrecht. WTD 12/21/61.

Gift novelties, novelties for smokers. B. D. Leefsma, N.V. (importing distributor), 25 Kerkstraat, Amsterdam. WTD 12/21/61.

Large seashells. Im-en Export Handelsonderneming Galkon (importing distributor), 53 Blijdensteinlaan, Enschede. WTD 12/21/61.

Fittings for ladies' handbags and travel bags. Low priced products. Lederwarenfabriek, The Flying Dutchman (manufacturer), 1 Servestraat, Utrecht. WTD 12/21/61.

Novelties, giftware novelties. Firma G. Van Donk (importing distributor), 246 Amstel, Amsterdam. WTD 12/21/61.

Medium to high priced **gift articles,** except leather. Handelsonderneming Marion (importing distributor, manufacturer), 175 Apollolaan, Amsterdam. WTD 12/21/61.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

201 Meat and Poultry Products

Germany

Fresh, frozen canned meat, including kidneys, liver; **game, poultry.** Edwin Ullrich, Grosshandelsvertretungen (manufacturer's agent, commission merchant), 17 Gustav-Rau-Strasse, Pforzheim/Baden. WTD 1/16/62.

202 Dairy Products

Italy

Powdered milk. Bruna Turolla, Perito Agrario (sales agent), 1/11 Piazza Soziglia, Genoa. WTD 5/3/61.

203 Miscellaneous Food Products

Netherlands

Canned fruit of all types. Firma E. van Vliet Ezn. (commission merchant), 185 van Breestraat, Amsterdam. WTD 6/14/60.

Netherlands Antilles

Canned juices, fruits, vegetables, complete line; **potatoes** packed in 5, 10, 25 lb. bags. Anglo Dutch Overseas Agencies, Ltd. (agent), 19 Breedestraat, Willemstad, Curacao. WTD 7/3/61.

209 Vegetable Oil Mills

Netherlands Antilles

Salad oils, packed in pt., qt., gal. containers. Anglo Dutch Overseas Agencies, Ltd. (agent), 19 Breedestraat, Willemstad, Curacao. WTD 7/3/61.

222 Broad Woven Fabric Mills

Netherlands

Printed **nylon fabrics** for ladies' housecoats. Samples and price quotations requested. N. V. Pribor (importing distributor, manufacturer), 52b Steenhoffstraat, Soest. WTD 12/21/61.

224 Narrow Fabrics, Other Smallwares Mills

Australia

Electric cotton tape backed with adhesive. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

225 Knitwear

Netherlands

Women's outer **knitwear.** Firma Joh. Sanders (commission merchant), 222 Oude Zijds Voorburgwal, Amsterdam. WTD 12/21/61.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Germany

Men's underwear, sleeping wear. Joern Angelroth (sales agent), 162a Homburger Landstr., Franwfurt/Main. WTD 1/12/62.

233 Outerwear

Netherlands

Teenage wear, including cocktail gowns, dresses. Sweet Seventeen (commission merchant), 131 Ceintuurbaan, Amsterdam. WTD 12/21/61.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Ladies', children's, infants' **underwear, sleeping wear.** Joern Angelroth (sales agent), 162a Homburger Landstr., Frankfurt/Main. WTD 1/12/62.

South Africa

Foundation garments, medium and better priced. G.M. Agencies (Pty), Ltd. (manufacturer's agent), 603 Zealand House, Heerengracht, P.O. Box 2675, Cape Town. WTD 1/9/62.

236 Girls', Children's, Infants' Outerwear

Germany

Children's wear. Joern Angelroth (sales agent), 162 a Homburger Landstr., Frankfurt/Main. WTD 1/12/62.

Netherlands

Infants' wear. Interested in only high-class products. Hacoma Babywear (manufacturer's agent), 77 Rijsweg, Malden. WTD 12/21/61.

251 Household Furniture

Denmark

Garden furniture. Henry Andersson (manufacturer's agent), 18 Skovbrynet, Bagsvaerd. WTD 1/23/62.

Netherlands Antilles

Dining room, living room, garden, terrace **furniture.** Leopoldo Gravenhorst (importer, retailer), 157 Breedstraat, Willemstad, Curacao. WTD 1/15/62.

263 Paperboard Mills

Germany

Paper, cardboard. Trygve Paulsen GmbH (manufacturer's agent), Chilehaus B., Hamburg 1. WTD 10/6/61.

264 Converted Paper, Paperboard Products

Australia

Insulating materials such as general kraft paper, glassine, leatheroid plain and backed, interlayer insulating materials for high temperature applications, paper for manufacture of capacitors, laminated epoxy sheet. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

Denmark

Bottle caps and tops. K. Th. Jensen (manufacturer, exporter), 1 Kirkevej, Ringe. WTD 1/23/62.

Liberia

Transparent cellulose-type **adhesive tape.** Swedish Agencies Co., Ltd. (importing distributor, manufacturer's agent), P.O. Box 506, Monrovia. WTD 1/15/62.

265 Paperboard Containers, Boxes

Denmark

Containers for beverage industries. K. Th. Jensen (manufacturer, exporter), 1 Kirkevej, Ringe. WTD 1/23/62.

France

Fancy cardboard and plastic **packagings** such as small boxes, chests, cases. Guy Davoise (importer, manufacturer), 17 rue du Pont-aux-Choux, Paris 3. WTD 12/21/61.

281 Industrial Chemicals

Indonesia

Caustic soda, solid and flake; dense **soda ash;** 100-200 tons monthly of each. N. V. Fitraco, Ltd. (importing distributor), Djalan Gadjah Mada 216, Djakarta. WTD 9/7/61.

284 Specialty Cleaning, Polishing, Sanitation Preparations

Netherlands

Cleansing agents, waxes. Militex, N. V. (manufacturer), 10 Bleekersvaartweg, Heemstede. WTD 12/21/61.

301 Tires, Inner Tubes

France

Automobile, truck tires. Ets. Kautzmann, S. A. (importer, wholesaler), 8 boulevard du President Poincare, Strasbourg. WTD 1/10/62.

India

Tires, tubes: 900 x 20 x 12 ply, 825 x 20 x 12 ply, 34 x 7 x 10 ply, 32 x 6 x 10 ply, etc. Sethi Bros. Corp. (retailer), P.O. Jhumitelaiya, Railway Station, Kodarma, Eastern Railway, Hazaribagh, Bihar. WTD 11/29/61.

306 Fabricated Rubber Products

France

Rubber products for industrial purposes. Ets. Kautzmann, S.A. (importer, wholesaler), 8 Blvd. du President Poincare, Strasbourg. WTD 1/10/62.

Special molded **rubber parts.** Société de Caoutchouc et de Produits Chimiques "Socamic" (wholesaler, importer), 22-24 rue Duchefdelaville, Paris 13. WTD 12/6/61.

307 Miscellaneous Plastics Products

Australia

Polyester foil for capacitor manufacture. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

Denmark

Molded **plastic bottle caps, plastic containers** for beverage industries. K. Th. Jensen (manufacturer, exporter), 1 Kirkevej, Ringe. WTD 1/23/62.

Germany

Plastic materials for construction industry. Bero & Zander (sales agent), 13 Klettenbergstr., Frankfurt/Main. WTD 12/21/61.

317 Handbags, Other Personal Leather Goods

England

Small leather **novelty gift items.** Herbert B. Stern (importing distributor), 196 Great Titchfield St., London, W.1. WTD 1/12/62.

322 Glass, Glassware

Australia

Fiber glass sheet. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

Denmark

Bottles for beverage industries. K. Th. Jensen (manufacturer, exporter), 1 Kirkevej, Ringe. WTD 1/23/62.

326 Pottery

Australia

Ceramics for manufacture of ceramic capacitors. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

England

Small porcelain **novelty gift items.** Herbert B. Stern (importing distributor), 196 Great Titchfield St., London, W.1. WTD 1/12/62.

331 Steel Mill Products

Australia

Laminated iron cores for transformer manufacture. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

Germany

Stainless steel semis of all kinds for machine, automobile, chemical industries. Paul Miessner, Werksvertretungen (manufacturer's agent), 46 Sohnstr., Duesseldorf. WTD 8/28/61.

Philippines

Hollow tubular sections of structural steel, square, rectangular, or circular for doors, other light construction. Norton & Harrison Co. (importing distributor, manufacturer's agent), 660 Echague, P.O. Box 3176, Manila. WTD 12/21/61.

335 Rolling, Drawing, Extruding Nonferrous Metals

Australia

Aluminum, tin foil for capacitor manufacture. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

341 Metal Cans

Denmark

Cans for beverage industries. K. Th. Jensen (manufacturer, exporter), 1 Kirkevej, Ringe. WTD 1/23/62.

Portugal NATO Projects Opened to U.S. Bidders

Two new projects in Portugal, estimated to cost a total of over $5.9 million, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project, estimated to cost $4,060,000, calls for erection of tanks and related work for a petroleum, oil, and lubrication depot in the Lisbon area.

The second project, estimated to cost $1,855,000, calls for supply and installation of mechanical equipment for the depot.

Eligible firms interested in bidding on this project should express their interest, by Feb. 28, to Secretariado-Geral da Defesa Nacional, Comissao Executiva de Infraestruturas OTAN (CEIOTAN), Rue Cova da Moura, 1 Lisbon 3, Portugal.

The following statement should appear in the lower left-hand corner of the envelope: "Concurso para a construcao dos Reservatorios e das Obras Civis do Deposito de P.O.L. OTAN na Area de Lisboa."

Copies of the bid invitations, in English, are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Peruvian City Plans Main Sewer Lines

Bids are invited for the construction of main sewer lines by the Corporacion de Saneamiento de Arequipa (Arequipa Sanitation Corporation), Avenida Zamacola 103, Antiquilla, Arequipa.

The cost of this project is estimated to be $630,000. Bids will be accepted by the Sanitation Corporation until February 24, 1962.

Information and bid documents may be obtained from Oficina de Control de Obras Sanitarias de Arequipa of the same address.

342 Cutlery, Hand Tools, General Hardware

Australia

Hand tools. Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Rd., Rose Bay, Sydney. WTD 1/15/62.

Kenya

Architectural fittings, door hardware, stops, locks, bolts. Agency for East Africa. Bulling & Cowen, Ltd. (manufacturer's agent), P.O. Box 7353, Nairobi. WTD 12/1/61.

Netherlands

Tongs, wrenches, other hand tools; also **builders' hardware.** Agentuur & Commissiehandel Paloja (manufacturer's agent), 111 Steenlaan, Rijswijk, Z.H. WTD 1/8/62.

346 Metal Stampings

Denmark

Bottle caps. K. Th. Jensen (manufacturer, exporter), 1 Kirkevej, Ringe. WTD 1/23/62.

349 Miscellaneous Fabricated Metal Products

Germany

Safes of all kinds. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

351 Engines, Turbines

Germany

Power engines, steam boilers. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

352 Farm Machinery, Equipment

Germany

Agricultural machines, milking machines, farm tractors. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

Indonesia

Agricultural implements, machinery. Exclusive agency. P. N. Aneka Bhakti (importing distributor, agent), Attn.: Management/General Merchandise Department, Djalan Kali Besar Timur IV/1, Djakarta. WTD 6/20/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Hoisting gear, conveyor machines. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

India

Harbor, foundry, charging, stripping, transport, and **special cranes.** Ashoka Marketing, Ltd. (manufacturer's agent), P.N.V. House, 18-A Brabourne Rd., P.O. Box 2703, Calcutta 1. WTD 1/14/60.

Indonesia

Forklifts. Exclusive agency. P. N. Aneka Bhakti (importing distributor, agent), Attn.: Management/General Merchandise Department, Djalan Kali Besar Timur IV/1, Djakarta. WTD 6/20/61.

354 Metalworking Machinery, Equipment

Australia

Pneumatic gages. Exclusive agency. Wm. J. McLellan & Co., Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

Germany

Machine tools; machines for iron works, rolling mills; **foundry machines; testing machines, equipment.** Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

Precision tools, measuring instruments. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

Newest types of **machine tools,** such as planing, milling, shaping, cutting, turning or rod pointing machines. Kurt Schwelm & Co. KG (importer, wholesaler), 230 Hoehenweg, Duesseldorf. WTD 7/13/61.

India

Heavy duty machine tools such as lathes, planing, grinding, other machines. Ashoka Marketing, Ltd. (manufacturer's agent), P.N.B. House, 18-A Brabourne Rd., P.O. Box 2703, Calcutta 1. WTD 1/14/60.

355 Special Industry Machinery

Australia

Embossing machines. Exclusive agency. Wm. J. McLellan & Co., Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

England

All kinds of **chemical engineering equipment.** C.T., Ltd. (importer, exporter), 27 Ashley Pl., Westminster, London S.W.1. WTD 1/16/62.

France

Machinery, equipment for textile industries. Compagnie Generale d'Exportation et d'Importation (importing distributor), 1 rue Magenta, Mulhouse (Haut-Rhin). WTD 1/9/62.

Germany

Machines: woodworking; for shaping of carved and plastic materials; for building trade; building-material; for glass, ceramic industries; for processing rubber, plastic masses; for chemical, related industries; printing and paper; textile; roll-engraving; sewing; for clothing industry; for shoe, leather industries. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

356 General Industrial Machinery, Equipment

Australia

High-speed precision **pumps,** gear and vane type. Exclusive agency. Wm. J. McLellan & Co., Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

Germany

Industrial furnaces. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

Firefighting equipment. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

Oil hydraulic pumps, condensers, armatures. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

357 Office, Computing, Accounting Machines

Australia

Copying machines. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

Liberia

Franking machines, dry-copy instant reproduction machines. Swedish Agencies Co., Ltd. (importing distributor, manufacturer's agent), P.O. Box 506, Monrovia. WTD 1/15/62.

358 Service Industry Machines

Germany

Laundry machines. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

Netherlands

All types of **floor maintenance equipment.** Firm requests literature. Militex, N.V. (manufacturer's agent), 10 Bleekersvaartweg, Heemstede. WTD 12/21/61.

361 Electric Transmission, Distribution Equipment

Australia

Microswitches, pyrometers, themocouples, spring reserve time switches, continuously adjustable **auto transformers.** Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

362 Electrical Industrial Apparatus

Australia

Internal or process timers, electric process timers, synchronous motors for automatic timing applications from 1 r.p.s to 1 rev. per 7 days; **electric counter, electric air valves,** power type industrial **silicon rectifiers, servo motors.** Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

Germany

Electric welding equipment, accessories; control armatures. Exclusive agency. Desires catalogs and detailed sales literature. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr, Buettner Haus, Duisburg. WTD 6/29/61.

366 Communication Equipment

Australia

Videotape for professional use. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

367 Electronic Components, Accessories

Indonesia

Assembly parts and **electronic equipment** for assembly of 15,000 radiosondes yearly and 12,000 transistor radios with 6 to 8 transistors yearly. Hadi Trading & Industrial Corp., Ltd. (trading company), Djalan Sabang 18, Djakarta. WTD 9/26/60.

371 Motor Vehicles, Motor Vehicle Equipment

Australia

Automotive parts, accessories. Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Rd., Rose Bay, Sydney. WTD 1/15/62.

Philippines

Full line of **automotive spare parts.** Pioneer Indent Co. (importer, manufacturer's agent), 511 Trade & Commerce Bldg., Juan Luna, Manila. WTD 1/15/62.

372 Aircraft, Parts

Denmark

Aircraft accessories, all kinds of **aviation products.** Fishor Agency (manufacturer's agent), 12 Fredensvej, Copenhagen, Charlottenlund. WTD 1/23/62.

England

All kinds of **aircraft equipment.** C.T., Ltd. (importer, exporter), 27 Ashley Pl., Westminster, London S.W.1. WTD 1/16/62.

374 Railroad Equipment

Germany

Locomotives. Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

375 Motorcycles, Bicycles, Parts

Australia

Bicycle accessories. Exclusive agency. Hec. D. Wilson Agencies (manufacturer's representative), 22 Dover Rd., Rose Bay, Sydney. WTD 1/15/62.

381 Engineering, Laboratory, Scientific, Research Instruments

Australia

Plating units for laboratory or model shop, **moisture meters.** Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Australia

Moisture meters, gas and liquid flow meters, strain gages, hygrometers, temperature indicating crayons, wet and dry bulb thermometers, alcohol and mercury thermometers in glass. Exclusive agency. Wm. J. McLellan & Co. Pty., Ltd. (manufacturer), The Crescent, Kingsgrove, N.S.W. WTD 12/21/61.

394 Toys, Amusements, Sporting, Athletic Goods

Denmark

Baby carriages, collapsible baby carriages, pedal cars, trikes, sporting goods, camping equipment, novelties. Henry Andersson (manufacturer's agent), 18 Skovbrynet, Bagsvaerd. WTD 1/23/62.

Netherlands

Hobby craft kits. Exclusive agency. Agentuur & Commissiehandel Paloja (manufacturer's agent), 111 Steelaan, Rijswijk, Z.H. WTD 1/8/62.

Scotland

Fishing tackle for fresh, salt water. J. S. Sharpe, Ltd. (importing distributor, manufacturer's agent, manufacturer), 35 Belmont St., Aberdeen. WTD 1/16/62.

399 Miscellaneous Manufacturing Industries

England

Small **novelty gift items.** Herbert B. Stern (importing distributor), 196 Great Titchfield St., London, W.1. WTD 1/12/62.

Germany

Portable **fire extinguishers** and **charges.** Exclusive agency. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Buettner Haus, Duisburg. WTD 6/29/61.

891 Engineering, Architectural Services

Saudi Arabia

Desires services of **engineering consulting firms,** primarily for design of buildings, industrial plants. The Consulting & Developing Engineers Co. (importing distributor, commission merchant), P.O. Box 266, Al-Khobar. WTD August 1961.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified

201 Prepared Meat Products

Germany

Luncheon meat, "Heidenheimer Metzgerstift," new type of salami, square-rod shaped, skinless, hygienically packed, ready for eating. Firm seeks to license production in United States on one-time or royalty basis or to sell production rights and required machinery. Georg Benz, Fleischereibetrieb (wholesaler, packer), 45 Roemerstrasse, Heidenheim/Brenz. WTD 1/16/62.

203 Canned Fruits, Seafoods

Colombia

Guava; pineapple, whole, crushed, in chunks; mango; banana puree; papaya puree; fruit juices; 125,000 cases concentrates monthly, 400,000 cases juices monthly. Conserves California, Ltda. (canner, wholesaler, exporter), Calle 40-50B-71, Aptdo. Aereo 1322, Barranquilla. WTD 1/19/62. Fruit season sheet.★

Morocco

Frozen mackerel, tuna, sardines. Approx. 2,000 metric tons yearly. Direct or

through agents. Maroc-Bretagne (manufacturer), Quartier Industriel d'Anza, B.P. 148, Agadir. WTD 1/16/62.

205 Bakery Products

Denmark

Deep-frozen pastry, baked or unbaked, foilpacking or cartons, 1 ton daily or more. Direct or through agents. A. Henningsen (export commission merchant), 21 Ved Bellehoj, Copenhagen, Brh. WTD 1/26/62.

209 Miscellaneous Food Preparations

Venezuela

Coffee, cocoa, pineapple, mangoes, avocados, bananas. Export quality. Juan Rodriguez Montero (commission merchant), Aptdo. 6958 Caracas, Salas a Balconcito 28, Caracas. WTD 1/10/62.

229 Cotton Textiles, Wearing Apparel

Egypt

All kinds of **cotton fabrics** with novelty designs; **clothing** for men, women, children, including work clothes. Prof. Preis Lorenz (manufacturer), Expert of Industrialization for the Clothing Industry, Government of the U.A.R., Sharia 6, House 10, Heliopolis, U.A.R. Samples of fabrics.★

234 Corsets, Allied Garments

Germany

Foundation garments. Direct or through agents. Schneider & Sohn, GmbH (manufacturer, exporter), P.O. Box 10, Heubach/Wuerttemberg, West. WTD 1/17/62.

238 Miscellaneous Textile Products

France

Textiles, knitted goods, ready-to-wear clothing, articles de Paris. Comptoir d'Exportation "Trans-France," S.A. (commission, buying agent, exporter), 6 rue d'Uzes, Paris 2. WTD 12/21/61.

249 Wood Products

Germany

Wood parts, plywood of various shapes; **chair backs, seats, unassembled complete sets; wooden rings, moldings, table frames; tubes** of rolled plywood. Direct or through agents. Holzringfabrik August Sommer (manufacturer, exporter), P.O. Box 25, Pluederhausen/Wuerttemberg. WTD 1/12/62.

262 Paper Mills

Sweden

M.G. **sulfite** paper below 30 g. a sq. m. Generally not less than 10 tons at a time. First-class quality. Koppoms Papperfabriks AB, at Koppom, (manufacturer, selling through Goteborg Office), 20 Stora Badhusgatan, Goteborg. WTD 1/10/62.

284 Toilet Preparations

Denmark

Cosmetics: face lotion, powder base, day and night creams, masque cream. Direct or through agents. Elsa Hjeronymus (manufacturer), 25 Torvegade, Copenhagen K. WTD 1/22/62. Pamphlet.★

307 Miscellaneous Plastics Products

Denmark

Plastic buckets. Paul Plum (export merchant), 11 Graabrodre Torv, Copenhagen K. WTD 1/26/62.

326 Pottery Products

Germany

Multicolored, hand-painted musical **beer steins.** Good quality. Up to 1,000 available monthly. Direct or through agents. Walter Hilgers (importer, exporter, wholesaler), 6a Efeuweg, Berlin-Rudow. WTD 1/22/62.

329 Abrasive Products

Italy

Emery grinding wheels. 100,000 monthly. Abrax-Industria Mole Smeriglio (manufacturer, exporter), S. Lazzaro 47, Vicenza. WTD 1/17/62.

332 Blast Furnaces; Iron, Steel Foundries

Turkey

12-14% manganese **steel castings,** particularly excavator teeth and crusher jaws; **mill lining plates;** produced by electric steel; about 200 tons yearly. Direct or through agents. Silvan Sanayi, Ltd., Sirketi, (manufacturer), Bankalar Caddesi, Ankara Han, Kat 3, Galata, Istanbul. WTD 1/18/62.

349 Miscellaneous Fabricated Metal Products

Denmark

Tablecloth clamps, plastic covered, 6 colors, first quality, any quantity. Interested in establishing connections with wholesalers in household hardware line who import on own account. To-Po v/ Poul Christensen (manufacturer), 11 Peder Hvitfeldtstraede, Copenhagen K. WTD 1/25/62. Samples.★

Germany

"Loeffel-Karussell," **rotating pedestal** with rollers, for storage of kitchen tools for large kitchens, cafeterias. Direct or through agents. Georg Mueller (wholesaler, manufacturer's agent), Itzelberg ueber Heidenheim/Brenz, Wuerttemberg, West. WTD 1/18/62.

363 Electric Household Appliances

Denmark

Refrigerator cabinets, freezers, steel with "Danfoss" aggregate. High quality. 50 of each model weekly. Direct or through agents. Fabrikken Artika A/S. (manufacturer), 95 Spangsbjerg Kirkevej, Esbjerg. WTD 1/26/62. Leaflets.★

Germany

Electric vibration massage equipment, appliances for home use. Vendrix Import-Export GmbH. & Co., KG. (importer, exporter), 30-32 Saarbrueckerstrasse, Wuppertal-Barmen. WTD 1/16/62. Leaflets.★

371 Automotive Parts

Netherlands

Automotive shock absorbers, high quality, any quantity desired. Handelmaatschappij Cowesco, N.V. (export merchant), 194 Singel, Amsterdam. WTD 12/21/61.

387 Watches, Clocks, Parts

Germany

Black forest wood **cuckoo clocks,** good quality, any quantity desired. Direct or through agents. Walter Hilgers (importer, exporter, wholesaler), 6a Efeuweg, Berlin-Roudow. WTD 1/22/62.

396 Handicraft Novelties

Japan

Oriental **antiques, curios.** ASO Trading Co. (export merchant), Box 30, Showa Post Office, Nagoya. WTD 1/12/62.

399 Miscellaneous Industries

Denmark

All handmade **strawmobiles:** Horizontal or vertical hanging head stars or rings from which hang different kinds of pixies in national costumes, straw stars, horseshoes and rings, angels, gifts; 38 different designs. Vaevehytten, Mrs. Betty Olsen (manufacturer), Karlstrup pr. Taarstrup. WTD 1/22/62. Samples.★

Venezuela

Turtle shells (carey). Export quality. Juan Rodriguez Montero (commission, export merchant), Aptdo. 6958 Caracas, Salas a Balconcito 28, Caracas. WTD 1/10/62.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

R. W. Mullis, representing Wilfrid Owen (Aust.) Pty., Ltd., 71 Wilson St., Newtown, New South Wales, interested in manufacture under license or direct import of **cosmetics, toiletries, chemists' sundries,** and **pharmaceuticals.** Feb. 22 via San Francisco for 1 month; c/o A. Breslauer Co., 745 Fifth Ave., New York, N.Y. Itinerary: San Francisco,

Los Angeles, Denver, Chicago, and New York.

France

Franck Andre Cazenave, representing Ets. Cavenave, Belin, Gironde, manufacturers, wholesalers, exporters of bicycles, chain-driven and other types, interested in export and sale of French-made **bicycles** on American market direct or through agents; also technical information. Also interested in visiting U.S. bicycle plants. Feb. 15 for 2 weeks; c/o Claude Haardt, 201 East 66th St., New York 21, N.Y.; Jean Allegre, French Commercial Attaché, Consulat de France, Los Angeles, Calif. Itinerary: Los Angeles, Chicago, San Francisco, Miami, and New York.

Italy

Edoardo Viola, representing S.A.I.N.I., S.R.L., Via Marco Aurelio 31, Milan, interested in purchasing **machinery** for manufacture of numbering and lettering machines; also technical information on sintering and on manufacture of cylinders for numbering machines. Also interested in visiting American firms in these fields. Feb. 15 via New York for 2 weeks; c/o Italian Consulate General, 690 Park Ave., New York, N.Y. Itinerary: New York; Geneva, N.Y.; Cincinnati; Philadelphia; and Dayton.

Japan

Shozo Narasaki, Meiwa Co., Inc., Meikai Bldg., 32 Akashi-machi, Ikuta Ku, Kobe, interested in studying general business conditions with view to expanding firm's exports of **textile piece goods** —gloves, etc.—and imports of **textile goods.** Feb. 20 via New York for 2 weeks; c/o Mitsui Line Agencies, Inc., 17 Battery Pl., New York 4, N.Y. Itinerary: New York and Los Angeles.

Takeshi Harada, Director and General Manager, Kobe Branch, Daimaru, Inc., 40 Akashi-machi, Ikuta Ku, Kobe, interested in studying general conditions in U.S. **retail distribution,** particularly department store management problems. Feb. 2 via San Francisco for 1 month; c/o Laurence Williams, Project Manager, Agency for International Development, Washington 25, D.C. Itinerary: San Francisco; Los Angeles; Dallas, Austin, Tex.; Tampa, Fla.; New York; Washington, D.C.; Boston; Chicago; and Seattle.

Toru Makajima, Chief, Planning Section, Nagano Keiki Seisakusho Co., Ltd., 2203 Ueda, Ueda City, Nagano Prefecture, interested in contacting manufacturers and potential buyers of **pressure gages.** Feb. 19 via New Orleans for 2 weeks; c/o Japan Trade Center, 717 West Seventh St., Los Angeles, Calif. Itinerary: New Orleans, Los Angeles, and San Francisco.

Netherlands

W. J. Telgenkamp, representing Telgenkamp Engroshandel, Vrijthof 9, Maastricht, interested in importing **sporting goods** and **hunting rifles.** Late Feb. via New York for 2 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y. Itinerary: New York.

Sweden

Anders Wall, representing G. & L. Beijer Import & Export AB, Ingeniorsgatan 1 B, Gothenburg C, interested in establishing trading connections with U.S. firms; also in contacting U.S. producers and exporters of **paraffin waxes, industrial chemicals, solvents, minerals,** and **building materials.** Now in the United States for 2 months.

The Gothenburg firm, specializing in transit and barter transactions, handles wide range of articles, including chemicals, solvents and plasticizers, plastics, machinery, building materials, oilseeds, vegetable oils, requisites for ironworks, breweries, foundries and glassworks; and covers all of Sweden through a network of affiliated firms with ample modern storage and distributing facilities. Offices also established in Stockholm, Oslo, Hamburg, and New York.

Address correspondence to Mr. Wall, c/o Suite 642, Kreisler Bldg., New York, 17, N.Y.

Syrian Arab Republic

Mouhamed Takieddine, representing Takieddine & Co., 88 Ma'moun St., Damascus, interested in direct purchase of **rayon textiles** and **knitting machines.** Mid-February via New York for 2 to 6 months; c/o Syrian Consulate General, Beaux Arts Hotel, 307 East 44th St., New York, N.Y. Itinerary: New York; Washington, D. C.; Pittsburgh; Chicago; and Richmond, Va.

United Arab Republic (Egypt)

Prof. Preis Lorenz, Sharia 6, House 10, Heliopolis, near Cairo, adviser to Government-owned U.A.R. textile plants, manufacturing cotton wearing apparel, interested in selling **wearing apparel** for men, women, and children, as well as novelty Pharaonic design **fabrics.** Also interested in obtaining U.S. private capital investment for industrial clothing projects in U.A.R. and other African countries. Outstanding opportunities reportedly offered potential U.S. investors. Now in the United States for 2 months.

Address correspondence to Prof. Lorenz, c/o Commercial Attaché, U.A.R. Embassy, 2310 Decatur Pl., NW., Washington, D.C.

U.S. rice exports to several countries in Europe rose sharply—West Germany, United Kingdom and Belgium-Luxembourg—but shipments to the Netherlands were less, the Census Bureau reports. Exports to countries in Africa increased 14%, principally to Ghana.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.

Aircraft and Aeronautical Equipment Importers and Dealers—Switzerland.
American Firms, Subsidiaries, and Affiliates—Belgium. December 1961.
Architects, Builders, Contractors, and Engineers—Costa Rica.
Beverage Manufacturers—Malaya.
Beverage, Nonalcoholic, Manufacturers —Japan. December 1961.
Boat and Ship Builders, Repairers, and Chandlers—India. December 1961.
Boat and Ship Builders, Repairers, and Chandlers—The Netherlands. December 1961.
Business Firms—Ethiopia.
Business Firms—Iceland.
Cannery and Frozen Food Producers and Exporters—Austria.
Cannery and Frozen Food Producers and Exporters—Chile.
Cooperage and Container Importers and Dealers—Austria.
Cooperage and Container Importers and Dealers—Costa Rica.
Cooperage and Container Importers and Dealers—El Salvador.
Cooperage and Container Importers and Dealers—Guatemala.
Dry Goods and Clothing Importers and Dealers—Republic of Ireland. December 1961.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers, and Manufacturers—Chile.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers, and Manufacturers—Morocco.
Electronic Equipment for Home Entertainment, Phonograph Records, and Prerecorded Magnetic Tapes Importers, Dealers, and Manufacturers—Haiti.
Fertilizer Importers, Dealers, Manufacturers, and Exporters—Ceylon.
Fertilizer Importers, Dealers, Manufacturers, and Exporters—Mexico. December 1961.
Fishing Industry Plant and Equipment Importers, Dealers, and Manufacturers—Republic of South Africa.
Glass and Glassware Importers, Dealers, and Manufacturers—Finland.
Household Appliance Importers and Dealers—El Salvador.

(See Lists, page 272)

Australian Firms Want Industrial Equipment, Capital, Appliances

THREE firms in Australia are interested in contacting U.S. concerns for the purpose of establishing business transactions.

● One company seeks $44,800 in investment capital to develop the manufacture of disposable surgical instruments and supplies.

A direct capital investment rather than a licensing agreement is desired, particularly for the manufacture of disposable syringes and blood transfusion sets.

Write to N. M. Steiner & Co. Pty., Ltd., 8-12 Bathurst St., Sydney.

● A firm manufacturing domestic electric appliances would be interested in producing, under licenses, such appliances as hair dryers, fans, mixers, dishwashers, and electric shavers.

It would be able to carry out machining, painting, and assembling. An arrangement with an associated local firm will provide diecasting requirements.

The company has 50,000 sq. ft. available of which only 30,000 is in use. Its factory contains a range of winding and electrical testing equipment and a number of machine tools. Write Penrith Manufacturing Co., Pty., Ltd., Station St., Penrith, New South Wales.

● Another firm would like to obtain either distribution or manufacturing rights for machinery and equipment used in the food processing, mining, and concrete industries.

Food processing equipment would include mixing and confectionery machines of all kinds, steam-jacketed mixers and cookers, spaghetti extension machines, chocolate melting equipment and bread roll batchers. Mining equipment would comprise ball and rod mills, flotation machines, classifiers, conditioners, and laboratory crushers. Concrete machines would include general grinding and mixing equipment, batching plant, and transit mixers.

The company now produces a wide range of modern cutting, shaping, and polishing machines for use in the stoneworking, refractory and steel industries, flat and cup making machines for the ceramic industry, lifting equipment, and mills and grinding machines for the manufacture of chemicals, paints, and printing ink.

Write Star Machinery Pty., Ltd., 546 Gardeners Rd., Mascot, New South Wales.

Varied Licenses Asked, Offered in W. Germany

Three firms located in West Germany have expressed interest in forming affiliations with U.S. companies. Two firms want licenses for metal processes or plastic hardware for furniture. Another company offers a license for conveying systems and other equipment.

● A manufacturer of electroplating equipment wishes to acquire licenses to produce new electroplating processes such as methods for imparting a luster to zinc, cadmium, chrome, nickel, and silver; filter installations; electrochemical polishing processes for nonferrous metals, steels, and stainless steels; and new electrochemical processes in general.

Write to Herbert Schmidt, Schorberger Strasse, 18-26, Solingen-Obligs.

● A manufacturer and exporter of plastic hardware for the furniture industry wishes to conclude a licensing arrangement to manufacture new types of furniture hardware made from plastics.

Write to Kunststoff KG Nehl & Co., Buende/Westfallen.

● The third firm specializes in conveying systems for bulk materials and the design and supply of complete heavy-duty transport installations. They would consider an arrangement whereby a U.S. firm would manufacture their products under license and import some of the components directly from Germany.

Address letters to Mr. H. Wuppermann, Stahlwerke Brueninghaus GmbH, Westhofen/Westphalia.

Mozambique Copper Mine Seeks Capital Investment

A geological engineer wishes to interest U.S. banks, firms, or private individuals in a capital investment for a copper mine he owns. The mine is located near the town of Manica, Mozambique. Capital sought would be on a loan or partnership basis.

A description of the mine and an explanation of the geologist's report are included in a brochure available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C. Send inquiries to Mr. Manuel Bettencourt Diaz, Monteminas, Ltda., Pebane, Mozambique.

S. African Textile, TV, Candy Ventures Sought

A firm located in South Africa is interested in joint ventures or technical associations with U.S. firms in the textile and apparel industries, candy industry, and radio and television equipment industries.

It is the holding company of a large chain of department stores in South Africa and has many other interests.

A loan copy of the firm's 1961 annual report is available from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Federated Stores, Ltd., 64 Eloff St., Johannesburg, P.O. Box 8545, Union of South Africa.

Venezuelan Plastics Firm Plans Growth

A Venezuelan manufacturer of cellophane and polyethylene wrapping material wants a U.S. company to participate in the firm's expansion program.

The company is interested in either direct participation or a credit and loan amounting to about $200,000. The credit would be used to purchase machinery and the loan to finance moving to a more suitable location. Technical aid is also desired.

Production capacity is reported to be insufficient to meet consumer demand.

Write to Polyplastic de Venezuela C.A., 1 Martillo a Palo Grande, Caracas, Venezuela.

Know-How, Capital Sought For Icelandic Motel

A group of Icelandic entrepreneurs want to cooperate with an American firm in establishing a motel in the vicinity of Reykjavik.

The plans call for 25 units, with about 50 beds, and a restaurant. Discussions are under way with the municipal government as to the site.

American experience in the planning, construction, and operation, as well as investment are sought. An investment is not a prerequisite, however, and present plans are flexible.

For further information, write to Mr. Gisli Sigurbjornsson, Blomvallagata 12, Reykjavik, Iceland.

Industrial Investments Outlined for Jamaica

An office to encourage and promote new industries in Jamaica has been established by the Jamaica Industrial Development Corporation in New York City.

A recent publication, *Industrial and Commercial Directory*, is designed to provide Jamaican and oversea buyers and sellers of goods and services with a comprehensive listing of industrial, commercial, and service organizations established in Jamaica. In the directory, organizations are listed in alphabetical order and additional indexes provide listings by class of products manufactured, imported, or exported, and services offered.

A 13-page brochure, *Opportunities for Industrial Investment*, briefly describes the advantages offered prospective enterprises when locating in Jamaica, incentive legislation, provisions of the business companies law, available industrial sites, and other inducements.

Copies of the publications can be obtained on a loan basis from Office of International Investment, Foreign Investment & Licensing Division, U.S. Department of Commerce, Washington 25, D.C.; or from the Jamaica Industrial Development Corporation, Room 3315, Rockefeller Plaza, New York 20, N.Y.

Electronic Relay License Sought by French Concern

A French firm that manufactures and sells electronic signaling and safety-passage detector equipment for railroads and materials handling equipment seeks U.S. licensing rights to manufacture and distribute electromechanical relays in the Common Market countries.

Some 20 types of relays would be considered for production in the firm's 10,000 sq. meter plant that employs about 750 persons. Annual business totals about $4,436,400.

Write to Ets. Saxby, S.A., 40 rue de l'Orillon, Paris 11, France.

Swiss Firm Seeks Plastic Beverage Case Licensing

Production of plastic beer and beverage cases under license from a U.S. firm is desired by a company in Bern, Switzerland.

Established in 1919, the company manufactures packing cases of various kinds.

Address letters to Kistenfabrik A.G., Aadorf, Canton of Aargau, Switzerland.

Advantages of Fertilizer Production Plants in Republic of Senegal Cited

THE advantages of investment possibilities in a fertilizer industry in the Republic of Senegal have been outlined in a report issued by the Senegalese Government.

Government planners had anticipated use of 36,000 metric tons of nitrogen, 51,000 tons of phosphate (P_2O_5), and 31,000 tons of potassium oxide (K_2O) by 1960. By 1970, Senegal's per acre use of manufactured fertilizers would reach the world average. Even by 1980, consumption per acre would not equal use rates in Europe and parts of Asia. The plant food ratio envisioned approximates 10÷14÷10.

There are several advantages in establishing a fertilizer factory. The Compagnie Senegalaise des Phosphates de Taiba which now produces a high grade calcium phosphate rock, at the rate of 450,000 metric tons annually, will expand its output. A small petroleum refinery will be completed by 1963 and some of its byproducts will be available. The proximity of the port of Dakar will keep costs down.

On the unfavorable side are the lack of local sulfur and potash and a relatively feeble market. In 1961, some 13,500 metric tons of chemical fertilizers were consumed.

Possible plants would be one for the production of ammonia at the rate of 35,000 tons per year and a triple superphosphate plant of 50,000 tons annual capacity. The latter could be raised to 100,000 tons yearly if exports were taken into consideration.

A copy of the report, issued in French, is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C. Also, write in French to Direction de l'Industrie, Ministere du Commerce et de l'Industrie, Building SIFA, Place Protet, Dakar; or, to the U.S. Embassy in Dakar, citing the Embassy dispatch 135.

Plate Glass Machinery Sought for Iran Plant

A private plate glass company is being organized by a bank in Iran in which the bank will be a major shareholder.

Share participation has been offered to major Iranian glass importing distributors. Participation by foreign plate glass machinery manufacturing companies interested in supplying machinery to the company is under consideration.

The glass company is to operate a plate glass factory with a productive capacity of 2 million meters of 2-mm. glass per annum, range to be 2-8 mm.

Interested U.S. plate glass machinery manufacturers or plate glass manufacturing companies should correspond directly with the Industrial & Mining Development Bank of Iran, P.O. Box 1801, Tehran, Iran.

Product Packaging Work, License Asked in Germany

A German concern fills aerosol containers with previously prepared products on a contract basis. It would like an agreement with a U.S. firm to package their products for the European market. A license to manufacture such products is also desired.

Write Zellaerosol GmbH, Wiesenstrasse, Zell/Wiesental, W. Germany.

Swedish Firm Wants License To Make Metal Castings

Licensing rights from U.S. firms for the manufacture of high quality castings are requested by a Swedish firm.

Suitable products would be castings with piece weights between 20 and 160 lb. for medium molded goods or a 2½-ton maximum for hand molded castings. Machine work must take place in turning machines, cutters, boring mills, and other boring machines. The product should suit the existing selling organization and should be patented.

Write to Aktiebolaget Nafveqvarns Bruk, Navekvarn, Sweden.

Pharmaceutical License Asked by Lebanese Firm

A Lebanese pharmaceutical and insecticide manufacturing plant has expressed an interest in entering into an agreement with a U.S. firm to manufacture American pharmaceutical products under license.

Write to the Middle East Pharmaceutical & Industrial Co. (MEPHICO), S.A.L., P.O. Box 4175, Rue du Fleuve, Beirut, Lebanon.

More Aggressive Trade Policy Planned

Brazil Sets Up Emergency Committee On Alliance for Progress Program

RIO DE JANEIRO.—An Alliance for Progress Emergency Committee was constituted in Brazil during December to establish the order of priority for immediate projects eligible for Alliance for Progress support.

The Committee consists of the Prime Minister, the Ministers of Foreign Affairs, Finance, and Labor, and the President of the National Economic Development Bank. A commission which will undertake longer-range planning in connection with the Alliance for Progress program still is in process of formation.

The Foreign Minister, in outlining plans for the more aggressive trade policy which Brazil hopes to adopt in 1962, indicated that the three areas of major concern are the other countries of Latin America, the Soviet bloc countries, and Western Europe. The goal is to approximately double the value of Brazil's exports by 1965.

Exchange Rates Firmed by Month End

Exchange rates firmed toward the end of December, following issuance by the Superintendency of Money and Credit (SUMOC) of orders providing for unification of the commercial and financial exchange markets, which had been separated in October, and for gradual elimination of deposit requirements on purchases of exchange. Rate fluctuations in the curb market were extreme in the first part of the month, with pressure on the market varying with the degree of optimism or pessimism of reports on the prospective outcome with regard to the restrictive profits remittance bill passed by the Chamber of Deputies November 29 but not acted upon by the Senate before adjournment December 15.

The buying rate in the curb market ranged from 360 to 450 cruzeiros per U.S. dollar during the month; the commercial bank selling rate for financial transactions reached a high of 352 cruzeiros; and the Bank of Brazil maintained a steady buying rate of 300 cruzeiros and a selling rate of 307 cruzeiros. The Bank of Brazil established buying and selling rates of 310 and 318 cruzeiros, respectively, on January 3, 1962, and other banks and exchange brokers were instructed to observe these rates.

The addition to currency in circulation in December amounted to 30 billion cruzeiros in new issuances plus activation of 10 billion cruzeiros, which had been the balance of the sterilized portion of the return flow of funds issued during the political crisis of August-September 1961. Total currency in circulation by the end of December amounted to 314 billion cruzeiros as compared with 206 billion at the end of December 1960. Of this amount, 45 billion was issued in the last 4 months of the year.

The cost of living index for the city of Rio de Janeiro showed a rise of 3.4% in December, compared with the 5.8% in November. The cumulative rise in the cost of living for the year 1961 was 43%, considerably higher than the 24% increase registered in 1960, but still under the record increase of 52% in 1959.

Business Activity High

Business conditions generally were good in terms of merchandising and industrial production levels. Retail outlets reported record sales. Installment purchase demand was especially high, as were sales of consumer durables. Inventories in many lines were depleted. Industrial production apparently increased to meet the rising demand.

The outlook for the immediate future, however, was somewhat clouded as businessmen considered the potential effects of the rate of inflation and the uncertainties with regard to Government action. Particular concern was voiced by commercial and industrial organizations and in the Brazilian press over the profits remittance bill passed by the Chamber of Deputies. Before adjournment of the Congress on December 15, a decision was made to appoint a mixed Congressional Committee, consisting of 5 members from each House, which would redraft the bill on a more generally acceptable basis.

A National Transportation Council was established with its main purpose the study and establishment of a general transportation policy, coordination of Federal investments in transportation, and development of guides to be followed by implementing agencies. The new body, under the Ministry of Transportation and Public Works, includes the President of the National Highway Council; the Directors of the Federal Railway Network, the National Department of Highways, and the National Department of Ports, Rivers, and Canals; and representatives of the Ministries of Aeronautics, Navy, and War, and the National Economic Development Bank.

A meeting of the principal Brazilian domestic and international airlines was held to discuss matters affecting the basic economy of the Nation's carriers. Discussions touched upon the questions of subsidies (including foreign routes), standardization of equipment, a fund for purchase of spare parts, establishment of a so-called "integrated national network," increase in the number of air commuter services, reduction of competition on trunk lines along the coast, a realistic system of tariffs which would enable the airlines to compete with surface transportation on short hops, airport improvement, consolidation of common services, and merger of companies to reduce their number to three large enterprises.

Tractor Industry Established

The tractor industry, establishment of which became possible with development of a national automotive manufacturing industry, began production at the end of 1960. Output in the first half of 1961 of the two companies in production totaled 391 medium tractors; production in July was up to 247 units; and plans of the two companies were for production of 3,205 units in second half 1961.

The Government program, designed to encourage establishment of the industry, calls for progressively increasing percentages of nationally produced components of the tractors, beginning with 70% of weight and reaching 95% of weight by June 30, 1963. The plan envisages production of 31,000 units over the first 2 years by the 6 companies with approved manufacturing projects.

A fourth generating unit, with a ca-

(See Brazil, page 276)

Industrial Development Bank Unit Set Up in IFC

A new Industrial Development Bank Services Department has been established in the International Finance Corporation (IFC). A. G. El Emary has been appointed to serve as Director.

The new department of IFC will be responsible for planning financial and technical assistance to help in establishing or expanding privately owned and managed industrial development banks. In this field, IFC now will act not only on its own behalf, but also will act on behalf of its parent institution, the World Bank, as well as for the Bank's other affiliate, the International Development Association (IDA). IFC's initiatives may lead to an IFC investment in a development bank, to World Bank loans or IDA credits for a development bank, or to a combination of these.

Under a recent change in its charter which enables IFC to invest in capital stock or shares, IFC has commenced investing in the equity of development banks. In December 1961, IFC converted part of two loans to two Colombian development banks into capital stock. The conversions were in the amount of 7 million pesos each in Corporacion Financiera Colombiana de Desarrollo Industrial of Bogota and Corporacion Financiera Nacional of Medellin. These transactions marked the first time that IFC has acquired equity investments.

In the development bank field, IFC will be pursuing an interest of long standing in the World Bank itself. The Bank has attached great importance to the role development banks can play in assisting the industrial development process. These intermediary institutions provide a means of reaching many medium-sized industrial enterprises which neither the Bank nor IFC could assist directly.

The Bank so far has lent $116 million to private development banks in six countries. The Bank has given advice in establishing new development banks in Austria, Ceylon, Republic of China, India, Iran, Malaya, Pakistan, Thailand, and Turkey, and in the reorganization of existing banks in several other countries.

Syrian Arab Republic's yield of the ginned cotton in the current season, which began September 1, 1961, reached 109,188 tons, compared with 111,270 tons last season. Worms, red spiders, premature cold, and rains account for the drop.

During the first 4 months of the current season, about one-third of this year's cotton crop was contracted for export.

—U.S. Consulate, Aleppo.

Uncertainty in Mexican Economy At Year's End; Retail Sales Lag

MEXICO CITY.—Economic conditions in Mexico continued unsettled in December, and 1961 closed with greater uncertainty than did 1960.

December tendencies were mixed: Some industries and firms reported satisfactory business; others reported decreases. Retail sales lagged during most of the month, and were estimated to be 10% below those of December 1960. Exchange reserves were slightly below the previous December level, according to calculations based on press statements of the Ministry of Finance. The yearend philosophy was generally one of "wait and see."

Significant new legislation passed by Congress in December provided: Changes in the income tax law; the 1962 budget, which included a new 10% ad valorem tax on a variety of imports; revision of the labor code, including job security and sharing of business profits with employees; extension of social security benefits to the armed forces; and agricultural crop insurance.

The food cost index for Mexico City declined 1.7% in December.

Retail Inventories Higher

Some industries—cement, chemicals, iron and steel, and textiles—apparently held their own in December; however, sales of consumer goods were reported substantially below the previous December. Retail trade continued dull in the first half of December, but picked up in Mexico City under the stimulus of the Christmas bonuses distributed shortly before the holidays. The month ended with retail inventories higher and business more unsettled than a year ago.

Altos Hornos de Mexico, S.A., Mexico's largest steel producer, merged with La Consolidada, S.A., a large steel company in which Altos Hornos had a controlling interest, and will operate under the name of Altos Hornos de Mexico. Capitalization of Altos Hornos will be increased to 500 million pesos.

Currency in Circulation Increases

Currency in circulation rose 11% in December over that of November and 5.6% compared with December 1960. The Bank of Mexico increased its securities holdings in December by some 250 million pesos. Observers reported credit tight and the supply of money limited. Interest rates held firm at their high levels, with indications of pressures for higher rates.

Important changes in the revised income tax law include: A surcharge on accumulated incomes of over 180,000 pesos, when such incomes are taxable under two or more of the existing tax schedules; a tax on interest from fixed income securities; an increase in the distributable profits tax on bearer shares; a tax on income from leases and subleases; a tax on gains from transfer of property; and abolition of the inheritance and gift taxes. Accelerated depreciation and revaluation of fixed assets were authorized. The law became effective January 1, 1962.

The Ministry of Finance announced on December 29 that the United States and Mexico had renewed the U.S. Treasury Stabilization Agreement until December 30, 1963. The agreement provides $75 million if needed to support the peso. The Minister stated that Mexico had $360 million in emergency exchange availabilities abroad—including the $75 million—and a total of $744 million in reserves held abroad and in Mexico.

Imports Decline, Exports Increase

Total imports, which in October reached a high of $106.6 million, declined in November to $97.3 million, moderately less than November 1960 imports of $101.4 million. Imports from the United States declined to $68.2 million, compared with $78.0 million in October and $70.3 million in November 1960.

Aided by early shipments of new-crop sugar and coffee and a belated surge in cotton exports, Mexico's total exports (revalued) rose in November to $68.2 million from $57.3 in October and $55.4 million in November 1960. Exports to the United States rose to $39.2 million in November from $34.0 million in October and $32.2 million in November 1960.

Tourist entries in November numbered 41,624, compared with 38,567 in October and 39,006 in November 1960.

Mexico announced that the Latin-American Free Trade Association (LAFTA) put the first series of tariff concessions into effect on January 1, 1962. Reductions range from the annual minimum of 8% to much higher amounts on certain products. All member nations will receive benefits negotiated between any countries of the group.

(See Mexico, page 264)

Salvador Business Concerned Over Credit Contraction, Reform Measures

SAN SALVADOR.—Credit contraction by the Central Bank of El Salvador and new legislation affecting business helped cause concern among businessmen in the third quarter of 1961.

Continuing Government measures intended to shrink import purchasing power and build foreign reserves, combined with measures to protect agricultural laborers, and a new and somewhat higher income tax depressed the business community.

Coffee was adversely affected by weather damage, but forecasts of greatly increased cotton production and good demand for the new crop gave grounds for mixed reaction to agricultural developments.

Business Unoptimistic

In the eyes of local businessmen, the economic trend of the third quarter continued to cause the concern which had developed during the preceding one. Reportedly sales fell and collections were unusually slow. Businessmen also declared themseves adversely affected by the reforms enacted in the income tax, which raised the percentage of contribution somewhat for the wealthy taxpayer and disheartened the business community by a provision taxing undistributed profits of corporations. The latter subsequently was modified to permit tax-free reinvestment of funds in expansion or modernization of physical plant (FCW, Nov. 20, 1961, p. 28 and Jan. 15, 1962, p. 96).

These developments, combined with considerable political uncertainty as the country approached elections in December made many businessmen feel that the outlook was gloomy; they did not for the most part believe that foreign loans obtained by the Government were compensating in their effect. The stabilization measures undertaken by the Government were viewed by the business community chiefly as restricting credit in a time of depression. By the end of the quarter, however, many businessmen were willing to acknowledge that any immediate threat to the colon had largely been dispelled.

Credit Further Contracted

Financial affairs were principally influenced by the Central Bank's effort to contract the volume of outstanding credit along lines recommended by International Monetary Fund and subsequently made a condition by the Fund to the granting of a stand-by loan to the country.

On June 30, loans and investments of the Central Bank (exclusive of those to the Government) stood at 93.3 million colons (2.50 colons=US$1). By September 30, the shrinkage had been approximately 18% to 76.8 million colons. This was reflected in the short-term credits of the commercial banks, which diminished from 117.1 million colons on June 30, to 113.8 million colons on September 30. Sight deposits of the commercial banks fell from 95.7 million colons to 76.5 million colons over the same period.

A shrinkage of import purchasing power was intended to bolster the declining reserves of the Central Bank and commercial banks and thus ensure the stability of the colon. Imports fell in the quarter to 65.5 million colons, about 47% of imports in the first and second quarters combined. The effect of credit shrinkage upon imports was delayed, however, and it was not until September that there was any marked effect. Imports for that month were 17% lower than in August, as opposed to a 10-year average of one-sixth of 1% lower imports in September than August.

Central Bank reserves, which normally fall sharply in the third quarter, held fairly steady during that quarter of 1961. Net national gold and foreign exchange reserves were 37.6 colons at the end of September as compared with 39.7 million colons 6 months previously and 82 million at the end of September 1960.

Loans Rise

The Export-Import Bank and the Development Loan Fund announced joint participation in a loan of $4.5 million for enlargement and reconstruction of Ilopango Airport. The former bank also made available $10 million to assist stabilization, this being backed by a U.S. Treasury exchange stabilization agreement of $6 million. By the end of the quarter or soon thereafter, approvals had been received from the Inter-American Development Bank for $11.2 million for miscellaneous projects, growing out of El Salvador's application of June 1961. It was expected that an important loan for housing construction soon would follow. During the period significant credits also were obtained from private banks in the United States.

In July the International Monetary Fund concluded a new stand-by agreement with El Salvador in an amount of $11.25 million, of which $6 million had been drawn as of September 30.

Agricultural Laws Enacted

The agricultural sector continued to be the principal target of most of the Government's social reform laws. A decree promulgated late in September, requiring agricultural employers to feed their employees and giving lists of approved menus, met with resistance from agricultural producer association and was subsequently modified (FCW Nov. 6, 1961, p. 33). A previous law (FCW July 31, 1961, p. 16) fixed conditions for employment of farm laborers.

Coffee growers experienced continued problem internally during the quarter although the world coffee situation seemed to show some improvement. Heavy and continued rains in the wake of Hurricane Hattie caused an estimated loss of 5-10% of the 1961-62 exportable crop, previously estimated at 1.5 million bags of 60 kilograms (1 kilogram=2.2046 pounds), and in compliance with the International Coffee Agreement, regulations were issued providing for retention of 10% of the crop.

Sugar grinding began in December and the 1961-62 crop was expected to reach 1,150,000 quintals (1 quintal= 101.4 pounds) with 250,000 quintals scheduled for export.

With over 117,000 manzanas (1 manzana=1.73 acres) planted, a 90% increase over 2 years ago, the 1961-62 cotton crop was expected to reach a record production of between 225,000 and 250,000 bales. At the end of the quarter almost 100,000 bales, valued at $14 million had been sold for delivery in November. Three new gins went into production in November.—U.S. Embassy.

Saudi Arabia Steps Up Development Program

JIDDA.—The Saudi Arabian Supreme Planning Board is rapidly proceeding with plans to spur the country's economic development program. Specific Board activities announced in the last 3 weeks included:

- Conduct of negotiations with independent consultant firms for doing feasibility studies on extensive groundwater and agricultural development.
- Engagement of three consulting engineering firms to study the Ministry of Communications' plans and specifications for highway construction to be initiated in 1962. This review reportedly will delay by about 2 months construction awards to private contractors who have submitted bids in accordance with the Ministry's announcements in the fall of 1961.
- Approval of disbursement of SR 91 million (about $20 million) to various municipality authorities for undertaking public works in the present fiscal year. —U.S. Embassy.

Loans to Pakistan Approved by AID

Three U.S. Government loans, totaling $79.6 million, to help develop the economy of Pakistan have been announced by the Agency for International Development.

The loans are as follows: $45 million to the Government of Pakistan to purchase iron, steel, and possibly other items, in the United States; $26 million to the Karachi Electric Supply Corp., Ltd., of Pakistan, to help build a 132,000-kilowatt thermal powerplant in Karachi; and $8.6 million to the Pakistan Government for electrical transmission and distribution projects in the East Pakistan cities of Dacca and Chittagong.

To Help in Second 5-Year Plan

The loans are aimed at helping Pakistan execute its second 5-year plan, the goal of which is to raise the average yearly income of each person in Pakistan from $69 to $78 a year by 1964-1965—a 2½% increase in average incomes each year.

On the first loan, not more than $22.5 million of the $45 million involved may be used for iron and steel items without AID approval. The remainder might be used for other items—such as nonferrous metals—which, in addition to iron and steel, may be needed to increase the nation's industrial capacity.

The powerplant involved in the second loan will be located in the district of Korangi and fueled with natural gas from the Sui fields. All procurement for the plant with AID funds will be in the United States. The plant will aid in bringing Karachi's power supply up to the pace of the city's industrial growth.

Dacca, Chittagong To Benefit

The loan of $8.6 million for electrical transmission and distribution in East Pakistan will help meet the power needs of Dacca and Chittagong. Dacca is a growing center for jute mills, match factories, food processing and other industries, and Chittagong, largest port in East Pakistan, also is growing in industry.

The loans are based on evidence of Pakistan's progress, by taking steps to help itself, over the past 10 years. Industrial production in the nation has increased more than 15% a year; kilowatt capacity has risen from 69,000 to well over a million since 1947; and the Government has undertaken land, tax, and budget reform measures in the course of long range planning to strengthen and expand Pakistan's economy.

U.S. Sales to Cambodia Jump; Political Stability Keynote in '61

PHNOM PENH.—The year 1961 was an excellent one for U.S. exports to Cambodia. The value of such sales increased by more than 50% over that of 1960.

In contrast to conditions prevailing in some neighboring countries, political stability characterized Cambodia during the past year. Agricultural production, the country's main source of income and employment, suffered a temporary setback from floods in mid-September. The volume of rice and rubber exports, however, remained close to 1960 levels.

Trade and payments agreements were renewed, and new agreements signed with several communist bloc countries. The 5-year development plan was reported to be behind schedule.

U.S. Sales Up

Cambodia's imports increased by $3.7 million in the first 9 months of 1961 over the comparable period of 1960 and reached $73.6 million. Although the historical pattern of commodity distribution of imports changed little, U.S. sales increased from $7.5 to $11.5 million. France remained the principal supplier, followed by Japan and the United States. Imports from the communist bloc declined from 15 to 13% of all imports.

The dramatic increase in U.S. sales to Cambodia has been caused principally by implementation of the new procurement policy which has governed U.S. aid purchases since January 1961. U.S. aid funds financed close to 20% of Cambodian imports in 1960, 15% in 1961. Also, earlier this year Cambodia's system of exchange allocation for imports was revised and the element of discrimination against the dollar area eliminated (FCW, Apr. 10, 1961, p. 13).

Principal Cambodian imports from the United States and its chief competitors for the first 9 months of 1960 and 1961, based on Cambodian customs data, are shown in the accompanying table.

The $4 million increase in U.S. sales is accounted for by increased sales of flour, industrial machinery, motors and vehicles, automobiles and parts, petroleum products, and iron and steel materials. Sales of U.S. products should show further improvement in 1962.

Export Level Unchanged

The value of Cambodian exports for the January-September 1961 period remained close to 1960 levels and reached $49.9 million. The $4.5 million decline in rubber exports and $2.1 million drop in corn exports was more than compensated by the $5.2 million rise in sales of rice and $1.8 million increase in returns from livestock. Rubber exports to the United States fell by $4.2 million, corn exports to Japan by $1.8 million. The French community increased its purchases of rice by $6 million and Hong Kong its buying of livestock by $1.8 million.

Principal Cambodian Imports from the U.S. and Its Chief Competitors

[In thousands of U.S. dollars]

	Jan.-Sept. 1960	*Jan.-Sept. 1961*
Motors and vehicles	*$2,329*	*$4,076*
United States	556	1,335
France	724	1,038
West Germany	362	692
United Kingdom	311	894
Soviet bloc	301	21
Petroleum products	*4,646*	*5,882*
United States	589	878
Indonesia	3,787	4,650
Iron and steel materials	*5,227*	*6,770*
United States	115	347
France	1,581	1,780
Japan	1,864	3,007
Hong Kong	314	717
Industrial machinery	*4,759*	*6,023*
United States	900	1,738
France	801	1,093
United Kingdom	426	940
Japan	763	830
West Germany	408	568
Electrical machinery, equipment	*4,426*	*5,127*
United States	399	84
Japan	905	1,099
France	1,147	925
Hong Kong	304	490
Automobiles, parts	*503*	*1,043*
United States	130	704
France	192	115
United Kingdom	19	88
Milk	*1,991*	*1,307*
United States	550	675
France	965	190
Soviet bloc	419	270
Flour	*1,191*	*1,659*
United States	697	1,533
Tobacco	*500*	*486*
United States	223	334
India	45	43
Tractors	*924*	*1,364*
United States	708	428
United Kingdom	191	446

The higher trade deficit for the first three quarters of 1961 is attributable to record floods which reduced rice and rubber exports to less than half their 1960 levels in the July-September period. With the return to normal conditions by the middle of November, exports recovered, and the total trade deficit for 1961 may not exceed that of

(See Cambodia, page 270)

World Bank Reserves Reach $651.7 Million

The International Bank for Reconstruction and Development added $49.9 million to its reserves in the first 6 months of the current financial year, raising the total to $651.7 million.

The additions to reserves in the 6-month period ending December 31, 1961, are made up of net earnings of $34.9 million which were placed in the supplemental reserve against losses on loans and guarantees, and loan commissions of $15 million which were credited to the special reserve. On December 31, the supplemental reserve totaled $443.1 million and the special reserve was $208.6 million.

Gross income, exclusive of loan commissions, was $89.9 million. Expenses totaled $55 million and included $47.6 million for interest on the Bank's funded debt, bond issuance, and other financial expenses.

Loans Total $399.9 Million

During the period, the Bank made 19 loans totaling $399.9 million—in Colombia, Costa Rica (2 loans), Ethiopia, Finland, India (4 loans), Israel, Japan, Kenya, Peru, Philippines (2 loans), South Africa (2 loans), Trinidad and Tobago, and Venezuela. This brought the total number of loans to 311 in 59 countries and raised the gross total of loans signed to $6,190.4 million. As a result of cancellations, repayments, and sales of loans, the portion of loans signed still retained by the Bank had been reduced to $4,477.4 million by December 31.

Disbursements on loans were $240.9 million, making total disbursements $4,560.6 million on December 31.

The Bank sold or agreed to sell the equivalent of $84.8 million principal amounts of loans. On December 31, the total amount of such sales was $1,097.9 million, of which all except $69 million was without the Bank's guarantee.

Repayments of principal received by the Bank amounted to $47.7 million. Total principal repayments amounted to $956.4 million on December 31; this included $486.2 million repaid to the Bank, and $470.2 million repaid to the purchasers of borrowers' obligations sold by the Bank.

The Bank's outstanding funded debt amounted to $2,425.6 million on December 31, a net increase of $197.1 million in the past 6 months. During the period there was a gross increase in borrowings of $321.1 million: An Italian lire public bond issue in the amount of 15 billion lire (US$24 million); private placement of an issue of $100 million of U.S. dollar bonds; drawing down of 50 million Swiss francs ($11.6 million) from the Swiss franc borrowing of October 1961; the drawing down of US$120 million and the balance of 250 million German marks ($62.5 million) of the German borrowing of August 1960; and delivery of $3 million of bonds which had been subject to delayed delivery arrangements. The funded debt was decreased by $124 million as a result of the maturing of $105 million of bonds, redemption of 50 million Swiss francs ($11.6 million), and of sinking and purchase fund transactions amounting to $7.4 million.

In the first 6 months of the fiscal year, the Dominican Republic was readmitted to membership in the Bank with a capital subscription of $8 million, and Laos (capital subscription $10 million), New Zealand ($166.7 million), Nepal ($10 million), and Cyprus ($15 million) became members of the Bank. The subscribed capital of the Bank amounted to $20,445.3 million on December 31, 1961.

New Economic Program Set For Syrian Arab Republic

The Government of the new Syrian Arab Republic has announced its program to combat the economic and financial difficulties facing the country.

The new program calls for a policy based on the United Nations charter and nonalignment. It includes: Support of an Arab common market; reconsideration of a realistic development program consistent with financial possibilities; correction of injustices and inequities resulting from faulty application of Agrarian Reform laws, maintaining rights already obtained by peasants under the law; and revision of laws concerning nationalization, yet safeguarding workers' gains and giving them the opportunity to purchase surplus shares.

It also proposes institution of a free exchange system and liberalization of imports; to encourage trade and investment with Arab countries on a reciprocal basis and open the door to controlled foreign investment; revision of the taxation structure by reduction of indirect taxes and income taxes falling on those most able to pay; and to raise labor standards further, to maintain rights already achieved in industry, to assist in the establishment of agricultural cooperatives and labor unions.

—U.S. Embassy.

Thailand's milled rice exports in 1961, at 1,563,000 metric tons, were only slightly below the postwar record exports of 1,516,000 in 1957, according to the Foreign Agricultural Service.

The 1961 exports were 30% higher than the 1,206,000 exported in the preceding year. Thailand's largest rice exports were 1,848,000 tons in 1934.

Mexico . . .

(Continued from page 261)

Petroleos Mexicanos (PEMEX) announced a 1962 budget of 8,244 million pesos. Total 1962 income from operations is calculated at 7,090 million, of which about 7,066 million will be obtained from sales. PEMEX expects to borrow 1,154 million pesos for investments and operations, making total receipts of 8,244 million.

Fruit Damaged

Rainfall in December was generally below average, and resulted in a further drop in useable water stored by irrigation dams from 67.1% of capacity on December 1, 1961, to 65.1% on January 1, 1962, compared with 70.5% on January 1, 1961.

Cold weather in January damaged citrus fruit and trees in the area from Matamoros and Monterrey to Tampico and Valles. Damage was reported to strawberries in the Bajio and Zamora regions, and possibly to standing sugarcane in the Ciudad Mante, Tamaulipas, area.

Corn production in 1961 is estimated at 5.5 million metric tons, or 500,000 tons above the 1960 crop and 63,000 metric tons below 1959's record crop. The wholesale price of corn in Mexico City rose counter-seasonally in December to $1.84 a bushel, 5% more than in November.

Sugar exports of 19,998 metric tons during November were sharply above the 1,556 tons exported a year earlier, and 11% above the 18,088 tons exported in October. Live cattle and beef exports rose seasonally in November to 75,900 head (2,379 metric tons), 84 and 51%, respectively, above October levels, and 57 and 219% above those of November 1960.

The Central Board of Arbitration and Conciliation approved minimum wages for the years 1962-63. Some States and municipalities increased the minimum by 30%, but the majority followed the pattern of about 20% set by the Federal District, an increase from 14.50 to 17.50 pesos for urban workers, and from 14.00 to 17.00 for rural workers.

The United States and Mexico extended the Migrant Labor Agreement through December 31, 1963.

Components of the wholesale price index in December remained steady except for grains, which dropped by 5.5%, and vegetables, which rose by 11%. The average monthly figure for the wholesale price index in 1961 was 138.8, as compared with 137.5 in 1960.—U.S. Embassy.

Cambodia's rice exports in 1962 are expected to continue at a high level since a good crop is being harvested this season, according to the Foreign Agricultural Service.

New Corporate Law Drafted by Austria

The Austrian Ministry of Justice has completed the draft for a new corporate law to meet the requirements of a modern, highly industrialized economy. The main objective of the proposal, now under consideration by a special Cabinet committee, is to provide stronger incentives for private enterprise as well as for a general strengthening of the country's corporate structure.

Calling for a number of significant changes, the draft eases the regulations pertaining to the founding of companies and lowers the minimum face value of shares to 100 schillings (US$3.80), obviously aiming to make share ownership easier and broader. In addition, the rights of shareholders are to be strengthened. The draft also broadens the functions of the supervisory boards of companies and gives them more rights in company activities.

Following the pattern set by U.S. corporations, the new law provides for Austrian companies to reveal more information on their operations and to publish more detailed annual reports.

Social, Economic Measures Taken in French Caribbean

MARTINIQUE.—The French Government has announced a number of increased social and economic benefits for the French Caribbean departments of Guadeloupe and Martinique.

A 6% rise in the minimum legal daily wage has been ordered in an announced effort to close the gap between Metropolitan France and the island departments in the next 3 years. Family payment benefits are to be increased by an average of 30%. Only 30 days of work rather than 50, as heretofore, during a 6-month period are required to establish eligibility for social security sick-leave pay.

Price supports for Antillian sugar and an assured French market for two-thirds of the departments' bananas were among the economic measures announced.

Metropolitan currency is to be introduced progressively into the oversea departments. A special form of military service in the oversea departments will be employed on public works and also will impart skills to the oversea recruits.

The announcement of these and other steps in the "departmentalization" of the French oversea areas followed the December visit of the Minister for the Overseas Departments, Jean de Broglie.—U.S. Consulate.

Philippines Implements Decontrol; Peso Freed; Tariffs To Be Adjusted

MANILA.—The Philippine Central Bank on January 21, 1962, under the direction of President Macapagal, implemented the fourth stage of the decontrol program by essentially freeing foreign exchange transactions.

To protect local industries from the immediate disruptive effects of this measure, the tariff schedule will be revised, generally upward. Until a new tariff schedule has been formulated advance deposits for imports will be required. The rediscount rate has been increased to curtail the inflationary pressures likely to be generated by these decontrol measures.

The following major steps were taken under the recently implemented decontrol program:

- All import transactions are to take place at the freely fluctuating market rate. Exchange dealings continue to be limited to authorized agents (all commercial banks) but these banks can now sell to any applicant (importer) without prior Central Bank licensing and without regard to previous import allocation patterns.

- All exports continue to be subject to Central Bank authorization with 80% of export proceeds to be sold at the new fluctuating free market rate and 20% at the "official" rate of 2 pesos to the dollar. As the free market rate of the peso henceforth is to be set by supply and demand within the banking system, it can be considered a genuinely free market rate.

- 100% of foreign exchange for invisibles is to be sold to agent banks at the free market rate.

- Exchange for invisibles is to be sold at free market rate to any applicant without prior licensing. This includes capital transfers and unremitted dividends in hitherto blocked fiduciary accounts. Capital transfers require reporting to the Central Bank but only for statistical purposes.

- The margin fee, previously 15% on all foreign exchange transactions, has been suspended.

- Tariffs have been raised by Presidential proclamation but details of the change in the tariff schedule are not yet available.

- All imports over $100 require letter-of-credit coverage and minimum 120-day advance deposits of 150% of the value for imports previously classified as unclassified items, nonessential consumer goods, and nonessential producer goods; 100% for goods previously classified producer goods; and 25% for goods previously classified as essential producer goods, essential consumer goods, and decontrolled goods. Advance deposits are to be made in pesos.

- No foreign investment policy has yet been defined. Philippine Government statements indicate that the promulgation of an official foreign investment policy is being considered.

Immediate Imports May Decline

The recently promulgated decontrol measures are expected to hold steady or cut back prevailing import levels. The still considerable fluctuations in the value of the peso have made it difficult for prospective importers to buy foreign exchange forward and few importers can finance spot purchases. Immediate import orders are expected to decline until forward exchange facilities are established.

Over the long run, the defacto devaluation of the peso will make imports more expensive. Exports, on the other hand, should increase because of the incentive of the new exchange rate. The former practice of "salting away" dollars abroad, rather than exchanging these dollars for pesos at unrealistic rates, should gradually eliminate itself under the freely fluctuating exchange system.

The money market is expected to continue tight through the first half of 1962 as banks have been directed to raise the rediscount rate from 3% to 6%.

It is generally felt that these various measures will make the business climate in the Philippines more favorable for local and foreign investors.—U.S. Embassy.

The French Overseas Territory of St. Pierre and Miquelon has lowered all duties applied to imports from European Economic Community (EEC) countries by a uniform 10%, effective January 1, 1962.

The action was taken under article 14 of the Rome Treaty by Decree 883 of the Governor of St. Pierre and Miquelon, published in the Official Journal of December 31, 1961.

Burma's Import Trade To Be Nationalized

RANGOON.—The Burmese Government announced on January 30 that import trade would be nationalized in an effort to check the sale of import licenses and to bring down the prices of imported goods.

It was indicated that beginning March 1, no more import licenses will be issued to private importers, Burmese or foreign. Present and would-be importers may buy shares in five new joint-venture trading corporations to be established and controlled by the Burmese Government. Importers may then act as retail distributors for the joint-venture trading corporations.

Pending further clarifications of this move, it appears that industrial and Open General License imports, including most imports from the United States, will be unaffected. This estimate is based on the belief that the commission agent, who is a key figure in Burmese import trade, will continue to operate as at present, booking orders from government agencies, the joint-venture trading corporations, quasi-government importing agencies, and actual users.

The nationalization move is expected to affect only 10% to 20% of the total import trade as the balance of consumer goods imports already is controlled by government or quasi-government agencies. It may mean, however, that there will be an important reduction in the variety of items imported. Local private business groups are protesting strenuously against the new policy.—U.S. Embassy.

Panama Revises Import Duty On Iron or Steel Rods, Bars

A revision in Panama's import duty on rods and bars of iron or steel will become effective on March 11, 1962.

Group 681 of the Import Tariff, Iron and Steel, was changed to read as follows, with new rates in balboas per gross kilo and previous rates shown in parentheses (1 balboa=US$1):

681-04. Girders, beams, angles, structural shapes, sections, bars, and rods for reinforcing concrete, including hollow, round, and square bars for drilling.

681-04-01. Bars and rods for reinforcing concrete including round and square bars; angles, flats, and strips of steel: 0.04 (0.01 to 0.05).

681-04-09. Girders, beams, structural sections, including hollow bars for drilling: 0.01 (0.01).

The action is to be taken in accordance with Law 76 of December 28, 1961, published in Gaceta Oficial 14,547 of January 10, 1962.

Ecuador Prohibits Import Of Autos, Other Items

QUITO.—Automobiles, station wagons, utility vehicles, and similar passenger vehicles considered luxury transportation, and coin-operated phonographs and gaming devices have been placed on the prohibited import list by the Ecuadoran National Monetary Board. The order does not affect jeeps, trucks, heavy vehicles, and other types of commercial vehicles not considered luxury items.

This import prohibition of passenger automobiles is of indefinite duration but is likely to be in effect for a period ranging from 6 months to 1 year. Imports for diplomats and government accounts are not affected.

Vehicles for which orders were placed and import permits issued prior to the effective date of the import prohibition, January 19, 1962, may be imported. This ruling also applies to coin-operated phonographs and gaming devices.—U.S. Embassy.

Machinery to Burma Must Be Preinspected and Appraised

RANGOON.—Machinery and equipment of a value exceeding 100,000 kyats (US$21,000) c.i.f., imported under industrial import licenses, must in the future be inspected and appraised by a registered inspection firm before shipment, according to an announcement by the Burmese Government.

A preshipment inspection and appraisal certificate of the actual value of the equipment must be submitted by the importer to the Directorate of Industries at least 7 days before the date of shipment. A similar procedure will apply to all imports of machinery, equipment, raw materials, and spare parts, of whatever value, by industries which have received benefits under the Investment Act of 1959.

The new requirement will not be enforced until inspection firms can be registered and an approved list circulated. The requirement will be incorporated in import licenses issued to industrialists and will not be published as a separate regulation. The Burmese Government considers it necessary to prevent overinvoicing, a practice which has been common among importers of industrial equipment as a means of illegally exporting capital.

Applications from inspection and appraisal companies for registration should be addressed to the Secretary, Ministry of Industry, Old Secretariat, Rangoon. There is no special form for application, which may be in letter form. The application should show the name and address of the inspection company and include a concise statement of its business experience and activity. Trade associations may make application on behalf of member inspection companies.—U.S. Embassy.

Panama Raises Import Duty on Automobiles

A substantial increase in Panama's import duties on passenger automobiles, including station wagons, complete, except motor buses and motorcycles, will become effective March 6, 1962.

Tariff items affected, their new rates of ad valorem duties, and present rates shown in parentheses, are as follows:

732-01-01. When the f.o.b. price does not exceed $1,500: 22.5% (20%).

732-01-02. When the f.o.b. price exceeds $1,500, but not $2,200: 27.5% (22.5%).

732-01-03. When the f.o.b. price exceeds $2,200, but not $2,500: 30% (25%).

732-01-04. When the f.o.b. price exceeds $2,500, but not $3,000: 50% (30%).

732-01-05. When the f.o.b. price exceeds $3,000, but not $3,500: 60% (35%).

732-01-06. When the f.o.b. price exceeds $3,500: 60% (40%).

This action is to be taken in accordance with Law 71 of December 27, 1961, published in Gaceta Oficial of January 5, 1962.

Panama has established rates of duties on imports of used passenger automobiles, including station wagons, by Law 76 of December 28, 1961, published in Gaceta Oficial No. 14,547 of January 10, 1962, to become effective 60 days after its promulgation.

The tariff item, with rates of duties, is as follows (1 balboa=US$1):

732-01-07. Used passenger motor vehicles, including station wagons, complete, except motor buses and motorcycles (assembled or not), will be assessed the following import duties on the gross weight of the vehicle, on the basis of a combined progressive tariff of 30 cents per gross kilogram, when the weight does not exceed 1,750 kilograms, and at the rate of 45 cents per gross kilo when the weight exceeds 1,750 kilograms, but with the following deductions: After its first year of manufacture, 10%; after its second year of manufacture, 20%; after third year, 35%; after fourth year, 45%; after fifth year, 55%; and after sixth year, 65 percent.

After seventh year of manufacture, used passenger automobiles will be assessed a flat rate of import duty of $100 per vehicle. After eighth year of manufacture, however, the flat rate of duty is reduced to $80 per vehicle; and after the ninth year of manufacture, the flat rate of duty is established at $60 per vehicle.

Italy Reduces Bank Reserve Requirement

ROME.—The Interministerial Credit Committee has approved a reduction in required bank reserves deposited with the Bank of Italy from 25% of deposits to 22.5%. The change became effective February 1, 1962.

This represents the first change in reserve requirements since the inauguration of required reserves as part of the anti-inflation program in 1947. The move, favored by the internal and external stability of the lira, is intended to free money for still increasing private and public investment programs and to bring Italy's credit conditions into closer alignment with those of other Common Market countries.

Credit demand in Italy continues at a high level and it is expected that approximately 200 billion lire (US $320 million) released by the move will be utilized for productive investment and not for potentially inflationary speculation. The action also will assist in maintaining interest rates at the lower levels reached in the period of high liquidity in 1959 and 1960.—U.S. Embassy.

Sweden Lifts Export License Rules on Various Products

STOCKHOLM.—Sweden, on January 1, 1962, removed artificial graphite, unworked beryllium, and electrical induction furnaces for vacuum melting of metals from export license requirements when sent to all countries of the world except those of the Soviet bloc.

Exports of undressed calf hides and calfskins intended for shipment to Denmark, Finland, Norway, Portugal, Switzerland, the United Kingdom, and Austria also may be sent without an export license.

At the same time, the Swedish Government announced that the Mongolian People's Republic and the Ryukyu and Bonin Islands as well as the other American-controlled groups of islands in the Far East will be listed separately among the countries and areas with which Sweden's trade will continue to remain subject to export license requirements.—U.S. Embassy.

Sweden Exempts Dried Egg Albumen From Import License

STOCKHOLM.—No license now is required to import dried egg albumen into Sweden. An import license had been required during the period June 16-December 31, 1961.

The new ruling became effective January 1, 1962.—U.S. Embassy.

France Removes Remaining Import Restrictions in Industrial Sector

PROSPECTS for increased exports to France of a number of U.S. industrial commodities should improve as a result of a trade liberalization action recently taken by the French Government. The new regulations provide for the gradual elimination of the few remaining quantitative restrictions on nonagricultural products when imported from the United States or from other countries in the Organization for Economic Cooperation and Development.

These measures became effective for some products on January 1, 1962, and will become effective for other commodities on April 1 and October 1, 1962.

The immediate removal of quantitative import restrictions applies principally to imports of fatty acids, glycerol and glycerol lyes, spirits (except rum and taffia), certain tractors, certain trucks, truck chassis and parts, and electric clocks. A number of products included in this group are of special interest to U.S. businessmen and may represent an important volume of trade in the future.

The second step provides for liberalization of import of all clocks and watches effective April 1, 1962.

The third step, which also concerns items of substantial interest to U.S. industry, will result in removal of import restrictions on all communications equipment by eliminating present licensing requirements on imports of battery-operated radios, tubes, transistors, and parts as of October 1, 1962.

The measures provided for in the second and third phase of this liberalization will become effective on dates indicated without further formal announcement. After October 1, 1962, the only remaining import restrictions on nonagricultural commodities will be limited to state-traded items in the following three categories: Energy sources; newsprint; aircraft and oceangoing vessels.

The detailed list of commodities liberalized by the current measures appears below by tariff number:

Effective January 1, 1962:

15-10 C 1. Industrial fatty acids containing more than 85% of lauric acid.
15-11. Glycerol and glycerol lyes.
18-03. Cocoa paste (in bulk or in block), whether or not defatted.
18-04. Cocoa butter (fat or oil).
18-05. Cocoa powder, unsweetened.
22-09 C I. Arrack.
22-09 C III b 1. Spirits.
48-01 E II d.l.n.u.x. Paper made in continuous lengths, containing mechanical pulp in a proportion of more than 60% weighing from 45 grams exclusive to 70 grams inclusive per square meter.
87-01 B II a 2 m. Wheeled road tractors with spark ignition or compression ignition engines.
87-02 B II a 1. Trucks with spark ignition or compression ignition engines of a cylinder capacity of less than 3,000 cubic centimeters.
87-02 B II a 2. Trucks with compression ignition engines of a cylinder capacity from 3,000 to 12,000 cubic centimeters inclusive.
87-04 A I. Chassis for the motor vehicles falling within heading Nos. 87-01, 87-02, or 87-03 fitted with spark ignition or compression ignition engines of a cylinder capacity of less than 3,000 cubic centimeters.
87-04 A II. Chassis for the motor vehicles falling within heading Nos. 87-01, 87-02, or 87-03 fitted with compression ignition engines of a cylinder capacity of 3,000 cubic centimeters or more.
87-05 B. Bodies including cabs for the motor vehicles falling within headings Nos. 87-01, 87-02, or 87-03 for the transport of goods or materials including dump trucks.
87-06 B I. Chassis frames on wheels and motorless unit construction chassis with or without brake gear.
87-06 B II. Chassis frames and parts thereof.
91-04 A. Electric clocks.
91-04 B II. Clocks and alarm clocks weighing 1 kilogram or less.
91-04 B III. Other clocks with the exception of so-called 400-day clocks and of automatic clocks operated by temperature or barometric pressure variations.
91-08. Assembled clock movements.

Effective April 1, 1962:

91-01. Watches.
91-02. Clocks with watch movements.
91-03. Instrument panel clocks and clocks of a similar type for vehicles, aircraft or vessels.
91-07. Assembled watch movements.
91-09. Watch cases and parts of watch cases including blanks thereof.
91-11. Other clock and watch parts.

Effective October 1, 1962:

85-15 A III b. Battery-operated radio broadcasting, radiotelephonic, and radiotelegraphic receivers whether or not combined with sound recorders or reproducers.
85-15 c II a. Assemblies of parts of radioelectric apparatus containing elements falling within paragraph 85-21 C.
85-21 C. Crystal diodes, crystal triodes, etc., including transistors.
85-21 E I. Parts of above.

SANTO DOMINGO.—**Dominican Republic bills in denominations** of 50, 100, 500, and 1,000 pesos were withdrawn from official circulation and invalidated, effective midnight, January 30, 1962.—U.S. Embassy.

Peru and Japan Ratify Commercial Agreement

LIMA.—Instruments of ratification have been signed and exchanged in Lima on a commercial agreement between Peru and Japan.

The agreement, which was ratified on December 18, 1961, and entered into force on that date, consists of nine articles and a protocol. The main provisions of the agreement are as follows:

- Most-favored-nation treatment will be accorded by each country to the other in all matters relating to customs duties and charges, internal taxes and other charges on imported products, and laws, regulations, and requirements affecting the sale, acquisition, or use of imported products.
- Most-favored-nation treatment will be accorded by each country to the other with respect to transfer of funds, payments, etc., without prejudice to right of either party to impose exchange controls compatible with rights and obligations of a member of the International Monetary Fund.
- Nationals of either country may enter, travel in, or remain in the territory of the other country, subject to its laws, receiving treatment no less favorable than that accorded nationals of any other country. Nationals or enterprises of either country shall receive most-favored-nation treatment with respect to taxes, access to courts, property rights, participation in juridical entities, and, in general, all types of commercial and economic activity and business. Likewise, they shall receive most-favored-nation treatment with respect to trademarks, patents, and industrial property of all kinds.
- Properties of foreign nationals and companies shall not be expropriated or used except for reasons of public utility and there shall be just compensation therefor.

Exceptions to the most-favored-nation treatment provided for in paragraphs two and three are for products of national fisheries; frontier traffic with bordering countries; members of customs union or free trade area under GATT; and special advantages accorded by Peru, or to be accorded by Peru within the provisions of GATT to Chile and Argentina.

The agreement will not affect the rights or obligations of either party as a Contracting Party to GATT or of the International Monetary Fund Agreement, or any other multilateral agreement.

This agreement is to remain in effect for 3 years and is to be automatically extended, for equal periods, if not previously terminated on 90 days' written notice. The agreement was signed in Tokyo on May 15, 1961, during the official visit to that country of the President of Peru, and was approved by the Congress of Peru on July 5, 1961.—U.S. Embassy.

OSLO.—**Norway has increased** the amount of foreign currency allowed to businessmen traveling abroad from 150 to 200 crowns a day for European countries and from 250 to 300 crowns a day for other countries (1 Norwegian crown =US$0.141).

The action became effective January 1, 1962.—U.S. Embassy.

Burma Decreases, Modifies Import Duties on 12 Items

RANGOON.—Customs duties on 12 commodities imported into Burma were reduced or modified, effective December 22, 1961. All items so affected were among 130 classifications on which duties had been increased as of September 15, 1961.

The items on which ad valorem duties were reduced, with previous rates shown in parentheses, are as follows:

Milk foods for infants, 15% (20%); chicory and raw coffee seeds, 50% (100%); dentifrices, shaving cream and soap, and sanitary wares, 75% (150%); hair clips, combs, etc., 30% (50%); cotton textile articles, 50% (100%); fish hooks, 20% (30%); garden hoes, free of duty (20%); certain electrical appliances, 75% (100%); microphones, amplifiers, loud speakers, and parts, 150% (200%); and brushes, brooms, and mops, 50% (75%).

The levy on dried fish and prawns was changed from specific duties based on weight to an ad valorem duty of 15%. —U.S. Embassy.

Syrian Arab Republic Now To Import Drugs Freely

DAMASCUS.—Import licenses for all pharmaceutical products now will be issued freely, the Syrian Arab Republic recently announced. This liberalization is in contrast to the strict control of import licenses for other types of products.

The Government in November 1961 had announced that licenses would be granted freely for imports financed from foreign exchange held outside the country. This procedure has been suspended, and with the exception of pharmaceutical products, all imports now are subject to strict licensing control.—U.S. Embassy.

Cambodia's rice exports in 1962 are expected to continue at a high level, according to the Foreign Agricultural Service.

Some Duties Reduced By Dominican Republic

The Dominican Republic has reduced to 5% ad valorem the duties on spectacles of any material, especially for use by workers, soldering masks, and gloves of any material especially for use in professions, arts, or crafts.

Under Law No. 5673, published November 23, 1961, the importation of livestock for breeding purposes; concentrated foods, vitamins and minerals and similar substances for livestock and poultry; veterinary medicines and insecticides for combating livestock and poultry epidemics; and special equipment for cattle farms and dairies will be subject only to a 10% tax ad valorem on the price at the Dominican port. No other charges or taxes will be levied.

The "special equipment for cattle farms and dairies" covers milk handling, processing, storing, packing, and transporting equipment; feed mixing, cutting, collecting, packing, and distributing machinery; manure spreading and fertilizing equipment; bacterial cultures, laboratory material and equipment for dairies; refrigeration equipment for industrial milk plants; and equipment for livestock dips. Selected poultry imported for breeding purposes is free of all duties.—Board of Trade Journal, December 15, 1961.

Germany Sets Import Quota On Canned Carrots and Peas

BONN.—The Federal German Government has published a quota for an undisclosed amount of mixed green peas and carrots in retail-size containers from all countries.

Applications for import licenses will be accepted until March 20, 1962, and customs clearance must take place not later than March 31, 1962.

Licenses will be issued only to those firms which were commercial importers of canned vegetables in previous years. —U.S. Embassy.

Norway May Introduce Further Price Controls

OSLO.—In a further effort to put a brake on rising prices, Norway's Directorate of Prices has announced its intention to control the prices of potatoes, vegetables, fruit, shoes, and textile products and the dealers' markups on these commodities.

The Federation of Norwegian Commercial Associations is protesting the move as being unreasonable in light of the recent wage increases.—U.S. Embassy.

International Technical Fair To Be Held in Yugoslavia

The sixth International Technical Fair in Belgrade, Yugoslavia, will be held May 22-June 5. The U.S. Embassy there will operate a Trade Information Center (TIC).

This is expected to offer an excellent opportunity for U.S. manufacturers and exporters of technical equipment to establish a market or expand sales of their products in Yugoslavia.

U.S. firms who want to sell in Yugoslavia are urged to furnish the Embassy with complete details, including the type of arrangement desired.

Exhibit categories at the Technical Fair will include machine building (including automated machines); electrical goods and electronics; ferrous and nonferrous metallurgy; refinement and processing of non-metals; means of transport; chemicals; and metal working industry.

In addition, the Fair will feature two special exhibits: Construction and building machinery and equipment, and business and office machinery of all types.

Reports indicate that the greatest commercial potential, under present Yugoslav conditions, exists for the following:

Construction equipment of all kinds—bulldozers, scrapers, and dredgers for public works and reclamation, transporters, conveyers, machinery and equipment for finishing and handicraft in the building trade, modern building materials, and building installation equipment and materials;

Mining and metallurgy (compressors, pumps, drills, earthmoving equipment, cranes, bridge cranes, safety appliances, dumpers, and heavy trucks for mining of coal and ores, as well as ore-processing equipment).

Also included are equipment of all kinds for the petroleum industry (both extraction and refining); business and office equipment, such as accounting and invoicing machines, computers, card and tape punch machines, blueprint copiers, dictaphones, cash registers, microfilm readers, and similar modern office equipment.

TIC Registration Urged

U.S. exhibitors and business visitors should register at the Trade Information Center so inquiries directed there may be sent to appropriate parties.

Publishers of trade journals are requested to send the Embassy at Belgrade as many copies of their publications as possible for use in the TIC.

U.S. firms wishing to establish or expand their markets in Yugoslavia are invited to send multiple copies of their descriptive literature, brochures, price lists, and house organs. The material will be exhibited, and then distributed on a selective basis to potential business prospects.

Packages of publications and literature should be sent, as soon as possible, to the Commercial Officer, U.S. Embassy, Belgrade, and marked internally "For Use at the Belgrade Technics and Technical Achievements Fair TIC."

Further exhibit information and descriptive literature may be obtained from The Director, Belgrade Fair, Bd. Vojvode Musica 14, Belgrade.

Exposition in Tripoli To Open Next Week

Products of more than 40 small and large U.S. manufacturers will be demonstrated and displayed in the U.S. pavilion at the Tripoli International Trade Fair February 20-March 20.

The pavilion, to be operated by the Office of International Trade Fairs, U.S. Department of Commerce, in cooperation with exhibiting firms, will feature a demonstration of sprinkler irrigation equipment, with emphasis on the applicability of U.S. land reclamation techniques to the arid Libyan countryside.

Also to be shown in the 8,000-square-foot U.S. pavilion are a full-scale model of the Project Mercury space capsule and a manually operated press which can make building blocks from common earth.

George V. Allen, retired career ambassador and former Assistant Secretary of State, will represent the United States at opening day and "America Day" ceremonies February 20 and 22.

L. Edward Scriven, Director of the Commerce Department's Bureau of International Business Operations and of the Office of International Trade Fairs, will attend the opening day ceremonies on February 20.

Photo Equipment Show Set At London Trade Center

U.S. manufacturers of photographic equipment will exhibit at the U.S. Trade Center in London April 30 to May 25.

The exhibition will introduce many U.S. photographic products to the British market for the first time.

It is being prepared with the cooperation of the National Association of Photographic Manufacturers (NAPM) and with the official endorsement of the British Association of Photographic Importers.

At least 25 U.S. manufacturers are expected to participate in the showing conceived as an educational exhibit for users and potential users of U.S. photographic equipment.

To be eligible for participation, the U.S. firm must show products which meet the exhibit theme.

Exhibitors must assume costs of freight, insurance, and duties to the display point, and they must contribute $250 each to a fund to be used for promotional purposes by an industry representative nominated by NAPM.

Interested companies should write to the Trade Centers Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., stating their desire to take part and enclosing descriptive product literature.

The Bureau will then mail the firm a Participation Agreement, together with complete instructions. Closing date for acceptance is March 1.

The NAPM, after surveying the U.K. market, reported that the sales outlook for U.S. photographic products is good and that the photographic industry in the United Kingdom is "hungry for new developments and methods in use in the United States."

Among featured equipment will be still and motion picture cameras and projectors, photographic accessories, processing equipment, and lenses. The show will not include studio supplies or photofinishing chemicals.

During the first week, the Trade Center will emphasize products of interest to the photographic dealer and other outlets.

In the following week, equipment of special interest to photo-finishers, studio and industrial photographers, and other non-amateur groups will be displayed. The latest in high-speed developers and printers will be demonstrated.

Selected public groups will be admitted to the show during the final 2 weeks.

Rumania . . .

(Continued from page 230)

Table 3.—Rumanian Exports of Petroleum and Petroleum Products: 1935-60 [1]

[Millions of barrels]

Year	Total	U.S.S.R.[2]	World excluding Sino-Soviet Bloc[3]
1935	48.5	0	44.3
1936	50.6	0	45.3
1937	41.6	0	35.8
1938	32.9	0	28.4
1939	30.7	0	n.a.
1940	27.0	0	n.a.
1941	31.5	0	31.5
1942	26.6	0	26.6
1943	25.0	0	25.0
1944	16.3	5.7	[3]10.6
1945	23.9	23.8	n.a.
1946	17.7	16.9	n.a.
1947	14.6	n.a.	n.a.
1948	n.a.	n.a.	n.a.
1949	18.8	6.3	n.a.
1950	15.7	n.a.	n.a.
1951	n.a.	n.a.	.2
1952	25.0	n.a.	2.3
1953	n.a.	30.7	5.9
1954	34.8	n.a.	11.2
1955	n.a.	25.0	11.7
1956	n.a.	25.1	11.0
1957	38.4	18.9	8.7
1958	40.5	20.6	13.5
1959	46.1	21.6	13.4
1960	46.2	20.6	12.0

n.a. Not available.

[1] Including crude oil, gasoline, kerosene, gas oil, fuel oil, lubricating oil, and other petroleum products. When making conversions from metric tons to barrels, 7.3 barrels equal one metric ton.

[2] Reparations, in the form of petroleum products, and deliveries of petroleum products to Soviet military forces in Rumania in the period from 1944 to 1952 are not included in these data.

[3] These data, for 1935-1944, overstate the actual trade with the world (excluding the Sino-Soviet bloc) because it is not possible to separate Rumania's trade with the part of Germany now designated as the Soviet Zone of Germany.

Sources: Official publications of the U.S. Departments of Commerce and Interior, the U.S.S.R. and Rumania.

Table 4.—U.S.-Rumanian Foreign Trade: 1920-60

[In thousands of current dollars]

Year	U.S. exports to Rumania	U.S. imports from Rumania
1920–24[1]	4,187	210
1925–29[1]	5,892	657
1930–34[1]	2,732	477
1935	2,989	1,098
1936	3,358	2,522
1937	6,938	4,978
1938	6,315	2,474
1939	6,233	2,378
1940	4,883	1,002
1941–46[2]	.....	.....
1947	[3]15,079	435
1948	[3]7,542	480
1949	3,209	584
1950	2,009	282
1951	390	322
1952	(4)	683
1953	7	372
1954	66	382
1955	191	270
1956	464	377
1957	966	474
1958	871	373
1959	1,820	1,205
1960	962	1,461

[1] Annual average.

[2] World War II and immediate postwar adjustment.

[3] Includes UNRRA shipments.

[4] Less than $500.

Sources: Publications of the U.S. Department of Commerce.

Cambodia . . .

(Continued from page 263)

1960. At the end of September foreign exchange reserves totaled $110 million.

Industrial Activity Stagnant

Industrial activity was relatively uneventful in 1961. Three of the four State-owned factories—textile, paper, and plywood factories, built with communist Chinese aid—went into full production during the year. Production figures for the January-September period were as follows: Textiles—620,000 kilograms of cotton yarn, 3.8 million meters of cotton cloth; plywood—284,000 square meters; paper—1,244 metric tons. The fourth factory (cement) is still in an early construction phase.

The only significant activity in the field of private investment in this period was that initiated by the African Management & Investment Co., which was authorized to invest 252,000 French francs in a Cambodian construction company.

Cambodia's economic policy was officially defined in 1961. The policy in effect justifies substantial involvement by the State in the country's economy on grounds that private capital is presently inadequate to fulfill requirements of economic development. It aims to channel new capital into more productive uses and guard against vested domestic and foreign interests from becoming dominant. The institution of the "mixed" company—a company jointly owned by the State and private capital, but generally controlled by the former—was adopted as the instrument of this policy.

In actual practice, the Government combines nationalism with conservative credit and fiscal policies, State participation in business and industry, and tight economic controls. Mixed companies have been established in existing enterprises —such as insurance, electric utilities, tobacco manufacturing—dominated by foreign capital (except for the French owned rubber plantations), through the device of buying into the capital structure of these enterprises. In November a new "mixed" company was formed to develop forest resources, with 40% Government ownership.

The Government announced in the last quarter of 1961 that some of the Government's holdings in "mixed" companies will be offered for sale to private citizens sometime in the near future. It should be kept in mind, however, that much of Cambodian economic life is still in private hands, and incentives to private investors in the form of duty-free treatment of imported capital equipment and favorable treatment on profit remittances abroad are available.

Ties With Soviet Bloc Strengthened

Cambodian relations with the communist bloc remained cordial. New developments included the signing of a $13.7 million credit agreement with Czechoslovakia in May 1961 for construction of a palm sugar refinery, a tire factory, and a tractor assembly plant and formation of a joint Cambodian-communist Chinese shipping company with capital of $3 million. A new trade and payments agreement was signed with Bulgaria, and existing agreements were renewed with the U.S.S.R. and Yugoslavia. Largely as a result of Chinese and Soviet aid and agreements such as these, Cambodia's trade with the Sino-Soviet bloc has been on the rise since 1956.

5-Year Plan Behind Schedule

Cambodia's first 5-year plan, which began in January 1960, reportedly is behind schedule. The plan is designed to diversify and increase agricultural production and accelerate growth of industry and other facilities. Estimated cost of the plan is $229 million, 70% to be financed from domestic, 30% from foreign aid resources. After a 7-month delay, the plan was initiated in August 1960. As of July 1961 less than 75% of planned expenditures for production and 50% for infrastructure have been allocated. Originally, $19 million in riels were to be spent on production and $10 million on infrastructure during 1960.

Rising flood waters of the Mekong and Tonle Sap Rivers caused some damage to rice production and highways in southern Cambodia. Losses sustained in three rice-producing Provinces were more than compensated by exceptionally good harvests in areas not affected by floods.—U.S. Embassy.

Exporters . . .

(Continued from page 231)

ings were held with leading U.S. casualty, marine, and property companies in an effort to reach a meeting of minds as to how a private association of companies could issue export credit insurance in conjuction with Eximbank. Many legal, administrative, and financial problems had to be ironed out before the programs could begin to take shape.

IN September, both Houses of the Congress passed the Spence-Robertson Bill amending the Export-Import Bank Act of 1945. It delineated and clarified the authority of the Bank to underwrite export credit insurance in partnership with private insurance companies. The bill was signed by President Kennedy on September 26. It permits the Bank to insure or underwrite export transactions to the amount of $1 billion.

On October 27, President Kennedy announced the formation of FCIA and on February 5, 1962, actual operations began in FCIA's New York headquarters located at 60 John Street.

Rotterdam To Regroup Stevedoring Companies

ROTTERDAM.—The Municipal Port Authority here has adopted a large-scale plan to regroup the private stevedoring firms now distributed over the many docks in this city.

The action was taken because of the constantly increasing volume of general cargo handling.

During the development period of the port, quay sites of relatively limited lengths were issued to private stevedoring companies. The rapid expansion of port activity, particularly after 1945, prevented the companies from expanding since most of the adjacent sites had already been issued to other companies or industries; this prompted the older concerns to acquire additional sites elsewhere in the port area.

Approximately 40 stevedoring companies are now at work in the port area; some of them operate as many as four different sites.

The construction of new quays opens possibilities for concentrating the activities of a stevedoring company on one or at most two sites.

The new planning provides for making available to such companies individual sites with a quay length of between 800 and 1,200 meters (1 meter= approximately 3 ft. 3 in.), instead of the present three or four dislocated sites now occupied by them and which vary between 150 and 300 meters.

Stevedoring companies applying for extension of their sites which have, for example, 350 meters of quay length, are now offered 700 meters of quay length in the new Eemhaven port area.

In such a case they are obligated to relinquish their existing sites of, for example, 350 meters to their neighbor companies; these companies consequently may occupy the abandoned site and thus increase their quay length area also to 700 meters.

One particular stevedoring company is now negotiating with the Port Authority on a quay length of 1,400 meters.

Complete Change Expected

The planned concentration is expected to cause a complete change in the outward appearance of the port area, and will contribute to more efficient economic operation.

Another feature will be the increased utilization of truck transport for general cargo being loaded or discharged; this will necessitate ample parking facilities.

The establishment by private enterprise of garages and workshops in the port area for such transport is under consideration.—U.S. Consulate General.

U.N. Special Fund Gives Approval To 48 Projects in 36 Countries

A TOTAL of 48 miscellaneous projects submitted by 36 countries were approved for partial financing at the recent seventh session of the Governing Council of the United Nations Special Fund.

Detailed information regarding each project is available from the Transportation and Insurance Staff, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

A listing of the projects by country, with the Special Fund allocation and each Government's counterpart contribution, follows below.

Brazil: Survey of hydroelectric recources in Minas Gerais. Special Fund, $735,000; Government, $560,000. Survey of rock-salt deposits. Fund, $595,000; Government, $350,000.

Burma: Expansion of meteorological and hydrological services. Fund, $525,-600; Government, $601,000. Mineral and groundwater survey. Fund, $1,068,600; Government, $2,314,000.

Cambodia: Centre for Technical Staff Training and Productivity, Phnom Penh. Fund, $947,500; Government, $1,091,000.

Ceylon: Establishment of a Small Industry Service Institute, Velona. Fund, $942,300; Government, $1,321,000.

Chile: Fisheries Development Institute. Fund, $1,448,700; Government, $2,960,000.

Congo, Republic of the: Secondary School Teacher Training Institute, Brazzaville. Fund, $1,185,200; Government, $1,775,000.

Ghana: Land and water surveys in the upper and northern regions. Fund, $806,-700; Government, $375,000.

Haiti: Land and water surveys in the Gonaires Plain and the Northwest Department. Fund, $665,800; Government, $407,290.

India: Central Instructor Training Institute, Hyderabad. Fund, $612,000; Government, $1,690,000. National Institute for Training in Industrial Engineering, Bombay. Fund, $669,000; Government, $1,620,000. Rajasthan Sheep and Wool Institute. Fund, $744,000; Government, $4,272,000.

Indonesia: Statistical Research and Development Centre, Djakarta. Fund, $997,400; Government, $1,239,000.

Iraq: Conservation and development of the Lesser Zab Basin. Fund, $837,800; Government, $500,000. Telecommunication Training Centre, Baghdad. Fund, $909,700; Government, $2,065,000.

Japan: International Institute of Seismology and Earthquake Engineering. Fund, $702,500; Government, $974,300.

Korea: Productivity Centre, Seoul. Fund, $778,500; Government, $830,000.

Lebanon: Forestry education, training, and research. Fund, $844,700; Government, $1,416,000.

Mali: Secondary School Teacher Training Institute, Bamako. Fund, $1,019,900; Government, $2,649,000.

Mexico: Survey of metallic minerals deposits. Fund, $896,600; Government, $1,850,000.

Morocco: Institute for Instructor Training for Leather and Textile Workers. Fund, $934,800; Government, $1,-538,000.

Nigeria: Secondary School Teacher Training College, Northern Region. Fund, $930,200; Government, $2,800,000.

Pakistan: Manpower planning. Fund $695,100; Government, $173,000. Polytechnic Institute, Chittagong. Fund, $856,500; Government, $2,656,000.

Peru: Irrigation of the Pampas de Olmos. Fund, $785,700; Government, $967,000. Veterinary Institute for Tropical and High Altitude Research. Fund, $902,900; Government, $1,345,000.

Philippines: Dairy Training and Research Institute. Fund $756,000; Government $943,000. Institute of Applied Geology, Manila. Fund, $704,000; Government, $699,000.

Poland: Research and extension services for food production, processing, and utilization. Fund, $1,020,500; Government, $3,631,000.

Senegal: Rural vocational training program. Fund, $1,408,200; Government, $1,272,000. Secondary School Teacher Training Institute, Dakar. Fund, $1,144,-700; Government, $2,035,000.

Somalia: Iron ore survey. Fund, $594,-300; Government, $280,000.

Sudan: Post and Telegraph Training Centre, Khartoum. Fund, $486,900; Government, $1,450,000.

Syria: Damascus Agricultural Research Station. Fund, $663,200; Government, $580,000.

Thailand: Expansion of meteorological services. Fund, $330,300; Government, $251,000. Research and Training Centre

(See Projects, page 272)

Port at Lourenco Marques Has New Dredging Tax

LOURENCO MARQUES.—The Governor General of Mozambique recently ordered the imposition of a dredging tax on all foreign and national ships calling at the port here.

The tax, which went into effect on January 1, is considered substantial by most officials of shipping firms in Mozambique; they feel requests for freight rate increases soon will undoubtedly be forthcoming as a result.

Most U.S. ships calling at the Lourenco Marques port area generally will be affected by a clause in the tax articles which states:

> All other ships of gross registered tonnage up to 3,000 tons will pay, only once in each 30-day period, a tax of 2.30 escudos (1 escudo=$0.0344) for each ton of gross registered tonnage; ships of gross registered tonnage of more than 3,000 tons, in the same conditions, will pay .80 escudos for each ton exceeding 3,000.

If the average U.S. ship calling at the port has an average gross registered tonnage of 8,000 tons, it must pay, in addition to berthing charges and other incidental expenses, a dredging tax of approximately 10,900 escudos each time it enters the port in the 30-day period, to load or unload cargo.

Reductions are granted to ships loading or unloading not more than 5% of their gross registered tonnage provided they do not remain in port more than 72 hours.

Most U.S. ships would not qualify for these reductions, since most of them load or unload much more than 5% of their registered tonnage and must remain more than 72 hours.

The new dredging works were authorized last fall; widening and deepening phases must be completed before 1964 when huge Japanese ore carriers are due to call at Lourenco Marques.

Many representatives of shipping and forwarding firms had hoped the Portuguese Government and Japanese firms would be able to absorb the costs related to the dredging program, but the new tax will apply to all vessels of all nationalities.—U.S. Consulate General.

Underground Power Station To Be Enlarged in Sweden

GOTEBORG.—The Swedish Water Power Board plans a third enlargement of the underground thermal power station at Stenungsund.

The Board has ordered from Turbin AB de Lavel Ljungstrom at Finspong a third large steam turbine of the STAL type.

The two previously installed turbines have a generating capacity of 160,000 kilowatts each. The new unit will be built for a capacity of 275,000 kilowatts; it will be one of the largest in Europe.

The Stenungsund power station is planned for a total generating capacity of about 900,000 kilowatts; when the final stage is reached, it will be, it is claimed, the world's largest underground steam power station.—U.S. Consulate.

Lists . . .

(Continued from page 257)

Household Appliance Importers and Dealers—Venezuela. December 1961.
Laundry and Drycleaning Industry—Bolivia.
Laundry and Drycleaning Industry—Denmark.
Laundry and Drycleaning Industry—Honduras.
Laundry and Drycleaning Industry—Uruguay.
Machine Importers and Distributors—Panama.
Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Philippines.
Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—El Salvador.
Machinery Equipment and Supply, Electrical Importers and Distributors—Haiti. December 1961.
Machinery Equipment and Supply, Electrical Importers and Dealers—Israel.
Machinery Equipment and Supply, Electrical Importers and Distributors—Norway. December 1961.
Machinery and Equipment, Except Electrical Importers and Distributors—Haiti.
Machinery and Equipment, Except Electrical Importers and Dealers—Nigeria.
Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—Haiti.
Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—New Zealand. December 1961.
Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—Philippines.
Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—El Salvador.
Mining Companies and Exporters of Ores—Bolivia.
Mining Companies and Exporters of Ores—Portugal.
Mining Companies and Exporters of Ores—Tunisia. December 1961.
Motor Bus Lines and Transport Companies—Belgium.
Motor Bus Lines and Transport Companies—El Salvador.

Projects . . .

(Continued from page 271)

for Rice Protection. Fund, $606,300; Government, $518,000.

Togo: Survey of groundwater and mineral resources. Fund, $1,273,500; Government, $520,000.

Tunisia: Research and training on irrigation with saline water. Fund, $971,800; Government, $846,000. Vocational Training and Productivity Institute, Rades. Fund, $1,018,700; Government, $1,626,000.

Turkey: Poplar Institute. Fund, $644,600; Government, $1,275,000.

United Arab Republic: Establishment of an Institute of Small Industries, Kubba. Fund, $600,600; Government, $698,000.

United Kingdom: British Guiana. Aerial geophysical survey. Fund, $640,800; Government, $700,000. Federation of Rhodesia and Nyasaland. Lake Kariba Fisheries Research Institute. Fund, $555,200; Government, $552,000. Uganda. Kampala Technical Institute. Fund, $1,159,500; Government, $3,953,000.

Uruguay: Vocational Instructor Training Institute, Montevideo. Fund, $874,200; Government, $711,000.

Venezuela: National Polytechnic Institute. Fund, $1,254,700; Government $3,645,000.

Regional: Bolivia, Brazil, Chile, Colombia and Venezuela. Latin American Development Institute. Fund, $3,068,500; Government, $1,120,000.

Iraqi 5-Year Plan Includes Several Utilities Projects

BAGHDAD.—Various transportation and utilities projects are included in Iraq's 5-year economic plan.

The projects, recently published in the *Official Gazette*, include:

Construction of water storage projects, to cost $41 million; drainage and irrigation projects, $186 million; electric generation and transmission works, $106 million; atomic energy projects, $75 million; and roads and bridges, $101 million.

Also railways, $111 million; ports and navigation projects, $51 million; civil aviation works, $31 million; radio and television projects, $21 million; and water and sewerage works, $28 million.—U.S. Embassy.

A list of the individual projects and their costs, together with the name of the executing ministry, is available from the Transportation and Insurance Staff, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Italian Carbon, Graphite Output, Trade in Uptrend

MILAN.—Production of carbon and graphite products in Italy was considerably higher in 1960 than in 1959. Indications are that total exports for 1961 will increase sharply over the 1960 level which was almost double that of 1959. Imports, meanwhile, represented nearly 20% of new supply in terms of value in 1960, and 15% in 1959.

Production of carbon and graphite products was valued at $19,485,000 in 1960, compared to $16,910,000 in 1959. Carbon and graphite electrodes for electric furnaces and anodes for electrolytic processes accounted for more than 60% of the output in both 1960 and 1959.

Imports Increase

Imports amounted to $4,527,000 in the first 9 months of 1961. The 1960 imports totaled $4,672,000 and $3,062,000 in 1959. Imports of electrodes and anodes, representing about 70% of the total in each of those periods, were valued at $3.1 million in Jan.-Sept. 1961, $3.3 million in 1960, and $2 million in 1959. In the first 9 months of 1961, the Federal Republic of Germany supplied 53%, the U.S.S.R. 16%, and the United States 13%. In 1960, the Federal Republic of Germany furnished 67%, the U.S.S.R. 12%, and Switzerland 10%.

Imports of carbon brushes and other carbon and graphite products for electrical uses totaled $1.5 million in the first 9 months of 1961, $1.4 million in 1960, and $1.1 million in 1959. The Federal Republic of Germany was again the major supplier, followed by France.

Exports Swell

Italian exports of carbon and graphite products represented 12% of production by value in 1960 and 8% in 1959. Exports were $2.4 million in 1960, compared to $1.3 million in 1959. In 1961, exports have been considerably higher and totaled $2.5 million during the first 9 months. Electrodes and anodes accounted for 40% of the Jan.-Sept. 1961 shipments, 48% in 1960, and 45% of the 1959 shipments. These were valued at $990,000 in the 1961 period, $1.2 million in 1960, and $585,000 in 1959.—U.S. Consulate General.

U.S. exports of carbon and graphite products to Italy increased sharply during 1961. These totaled $553,097 in the first 11 months of 1961, compared with $158,627 in 1960, and $57,568 in 1959, according to U.S. Bureau of the Census figures. The Italian market for U.S. exports could be further increased by aggressive sales promotion.

Scientific and Industrial Instrument Market in India Continues Growth

INDIAN production of scientific and industrial instruments has almost quadrupled in the 1956-60 period. At the same time, the country's steady industrial growth has opened an even larger market for imports of instruments from the United States.

Throughout the 5-year period, 1956-60, U.S. exports of scientific and industrial instruments to India have fluctuated from $2.5 million to $4 million. In any one year, U.S. sales to India have consistently represented about 10% of their instrument imports. The 1959 value of U.S. exports was $2.7 million and in 1960, $3.2 million.

Historically, the United Kingdom and Germany have been the principal sources, followed by the United States. While India is our 16th best market, sales thereto were little better than 1% of total U.S. instrument exports in any year of the 1956-60 period. When one considers that the United States is the world's largest producer and exporter of scientific and industrial instruments and that our principal competitors are nonetheless our largest customers, it would appear that the United States could and should enjoy a much larger participation of the Indian market.

How to stimulate U.S. firms to greater interest in the Indian demand is a challenging consideration. The pattern of U.S. oversea sales reveals a concentrated promotional focusing upon the major Western Hemisphere and Western European markets. In Asia, only Japan has had comparable cultivation.

The U.S. Embassy in New Delhi recently summarized the current status of the scientific and industrial instruments industry in India. This information, which follows, may help to accelerate the export promotion programs of U.S. instrument manufacturers for the Indian market.

Demand Rises

The Indian scientific and industrial instruments industry has made substantial progress in the past few years. The value of domestic production, less than $2.1 million in 1956 had increased to $7.35 million by 1960. Domestic production, however, is insufficient to meet the growing demand for scientific instruments generated by the rapid industrialization. A major part of the demand must, therefore, be met by imports. The value of the 1960 imports was about $30 million.

Demand will jump to about $84 million by 1966, compared to an anticipated domestic production of $42 million, it is estimated. There is, therefore, great scope for further expansion.

In addition, the Government of India lists the scientific instruments industry as one of the 25 industries in which foreign capital would be welcome.

Japanese Plywood Export Quota Set

TOKYO.—A quota of 410 million sq. ft. of Japanesee plywood is to be exported to North and South America, including Hawaii, in the first half of 1962, as announced by the Japan Plywood Exporters Association. This is second only to the semiannual quota of 418 million feet in the first half of 1960 and is 7% above the quota set for the last half of 1961.

About 76% of the export quota will be lauan plywood. The remaining 24% will be made from indigenous species of timber. Of the latter, about 6% will be beech-faced plywood and all other species will account for 94%.

U.S. Demand Anticipated

The quota for the Western Hemisphere countries is to be exported in the amounts of 190 million sq. ft. in the Jan.-Mar. quarter and 210 million sq. ft. in the April-June quarter. The increase in the export quota was made in anticipation of greater demand in the United States during 1962 because of the expected high level of housing construction.

The United States imported 689 million sq. ft. of plywood from Japan in 1960 and 596 million feet in the first 11 months of 1961, according to U.S. Bureau of the Census figures.

An export quota of 10 million sq. ft. of Japanese veneer was also set for the first half of 1962, with 5 million feet to be shipped in each quarter.—U.S. Embassy.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Nitrogenous Fertilizer Prices Cut in India

NEW DELHI.—The Government of India's Ministry of Food and Agriculture reduced prices of 4 nitrogenous fertilizers, effective Dec. 1, 1961. A state trade agency, known as the Central Fertilizer Pool, distributes all nitrogenous fertilizers, both domestic and imported. The old and revised pool prices follow:

	Old prices	*Revised prices*
	[Dollars per metric ton]	
Ammonium sulfate	72	69
Urea	144	141
Ammonium sulfate-nitrate	86	84
Calcium ammonium nitrate	68	65

Pool prices include railway freight from each dispatching center to consuming points. The farmer pays an added $6-$9 a ton which state governments and other distributing agencies charge to cover handling and distribution costs.

Price reductions on fertilizers have been opposed by the Ministry of Commerce and Industry on the ground that they would adversely affect the fertilizer industry's development. The Ministry of Finance also objected because of fear of loss of revenues from public sector undertakings which account for most of the present production of nitrogenous fertilizers.

The Ministry of Food and Agriculture pointed out, however, that prices of nitrogenous fertilizers were considerably higher than in other countries and that lower prices would stimulate greater use.

Foreign exchange shortages have hampered much needed imports of fertilizers. Consequently, U.S. exports of nitrogenous fertilizers to India have been irregular and generally small. In 1960 U.S. exports consisted of about 9,000 tons of urea and 6,700 tons of miscellaneous nitrogenous materials; in 1959 and 1958, 25 and 6,500 tons of ammonium sulfate, respectively.

India is now in the midst of its third 5-year plan to develop self-sufficiency in fertilizers by expanding output greatly (FCW, Nov. 6, 1961, p. 38). Part of the proposed expansion is to be in the private sector and U.S. and other foreign capital is desired.—U.S. Embassy.

Japanese Share in Peruvian Fish Net and Rope Factory

LIMA.—Momoi Peruana, S.A., a new corporation composed in equal part of Peruvian and Japanese capital, expects to begin production of synthetic fishing nets and rope by August. Once under way, the factory is expected to produce enough fishing nets to satisfy the entire domestic demand.

A wide range of manmade fiber fishing nets and ropes will be manufactured. The factory will employ about 250 workers, all of them Peruvian, with the exception of one or two Japanese technicians. The firm's capital is given as $500,000.

At first, the firm expects to sell products only in Peru. It is also looking to the emerging Latin American Free Trade Area to provide additional markets.—U.S. Embassy.

The United States imported 371,232 pounds of manmade fiber nets and netting from Japan in 1960, and 248,165 pounds in the Jan.-Oct. 1961 period. These shipments represented 95% and 78% of U.S. imports of this product.

World Natural Rubber Output Continues Up

World production of natural rubber amounted to 180,000 tons in October 1961 compared with 170,000 tons for the same month of 1960, according to estimates of the Secretariat of the International Rubber Study Group.

Output for the first 10 months of 1961 was estimated at 1,720,000 tons against 1,610,000 tons in the 1960 period.

World consumption of natural rubber was placed at 175,000 tons in October 1961, compared with 165,000 tons in October 1960. In the first 10 months of 1961, consumption was 1,705,000 tons and in the same period of 1960, 1,690,000 tons. Estimated imports into the U.S.S.R. and Communist China included in these figures totaled 25,250 tons in October 1961, 19,750 tons in October 1960, 328,000 tons in the first 10 months of 1961, and 232,500 tons in the first 10 months of 1960.

Synthetic Rubber Production Up

Excluding production and consumption for Iron Curtain countries, world synthetic rubber production was estimated at 185,000 tons and consumption at 180,000 tons for October 1961. In October 1960 output and consumption were both 152,500 tons. In the first 10 months of 1961, production totaled 1,587,500 tons and consumption 1,557,000 tons, while in the same period of 1960, the figures were 1,585,000 tons and 1,487,500 tons, respectively.

World consumption of natural and synthetic rubber totaled 3,262,000 tons for the first 10 months of 1961, compared with 3,177,500 tons in the same period of 1960. Consumption in the United States decreased 6.2% from 1,323,516 tons to 1,241,544 tons, while consumption in foreign countries, excluding the U.S.S.R. and Red China, increased 4.4% from 1,621,484 tons to 1,692,456 tons.

Hong Kong Transistor Radio Output Expands

HONG KONG.—Transistor radio production in Hong Kong is increasing at a rapid rate. In December 1961, 12 firms reported the assembly of transistor radio receivers at a combined rate of 94,000 per month. An additional company reported that it was about to begin radio production at a rate of 3,000 sets per month. At mid-year 1961 the total transistor radio production capacity in Hong Kong was about 20-25,000 sets a month.

Hong Kong imports many of the components of the radios it produces and Japan is the main source of these components. U.S. equipment has a high reputation and the principal barrier to increased sales of U.S. components is price.—U.S. Consulate General.

In 1960, the U.S. exported 21,348 transistors and crystal diodes, valued at $12,846 to Hong Kong. The 1959 exports totaled 6,712 units, valued at $4,308.

U.S. imports of transistor radios from Hong Kong rose to 38,051 units in the Jan.-Sept. 1961 period, valued at $283,415. Imports for the full year 1960—the first year for which there was an import classification—amounted to 14,057 radios, valued at $116,737.

American Exports of Rubber Products to Canada High

The dominant markets for U.S. exports of rubber products have been the Western Hemisphere, the Common Market countries, Australia, the Philippines, and Iran. Of these, Canada is by far the major consumer, accounting for almost 25% of the total value of rubber product exports during 1959, 1960, and 1961.

Canada imported $33,874,000 of our total exports of $151,814,000 of rubber products in 1960. In 1961, Canadian imports remained about $33.3 million from the United States while U.S. exports to all countries decreased to about $136 million.

The reduction in U.S. exports for 1961 appears to have been due primarily to a decline in tire exports, particularly to Central America and Argentina. Tire exports increased slightly to the Common Market countries but not enough to offset the loss in other areas.

In 1960, Canada imported 42% of our rubber and rubberized piece goods, 62% of of rubber friction tape, 65% of our rubber sheets and packing, 79% of our rubber mats and matting, and 86% of our rubber tiling and flooring. These percentages did not vary greatly in 1961.

Prices at First Danish Mink Auction Up to Expectation

COPENHAGEN.—A total of 275,000 mink pelts was offered at the first Danish fur sales for the 1961-62 season, held in Copenhagen on Dec. 11-12, 1961. Some 230,000 skins, or 85% of those offered, were sold. Prices generally were up to expectation. For some types—dark males, for example—prices were 10% higher than those received at the Dec. 1960 auction and for other types, such as pastel females, lower.

About 145 buyers were present. As usual, U.S. buyers made up the largest group. In addition, Canada, the Federal Republic of Germany, France, England, Italy, Sweden, and Norway were represented, as were fur wholesalers from the Netherlands.—U.S. Embassy.

Denmark follows Canada and Sweden as the principal suppliers of mink fur for the American market. In the first 11 months of 1961, U.S. imports of mink pelts from Denmark totaled 691,305 pelts valued at $7,361,840, according to U.S. Bureau of the Census figures. In calendar year 1960, the United States imported 688,936 mink pelts valued at $9,885,122 from Denmark.

U.S. exports of mink fur to Denmark in the first 11 months of 1961 consisted of 1,203 dressed pelts valued at $21,784. In calendar year 1960, U.S. exports of mink to Denmark included 1,315 undressed skins, valued at $22,400, and 817 dressed pelts, valued at $30,249.

Domestic Refrigerator Plant Opens in India

CALCUTTA.—A factory for the assembly of small household refrigerators has recently been opened near Calcutta, according to press reports.

Built with the technical assistance of a Swiss firm and involving the investment of $210,000, the plant will have a monthly capacity of 1,000 units.

Of 2.8 cu. ft. capacity, the refrigerator will retail for $231 and is designed to operate with electricity, gas, or kerosene. Assembly is dependent on imports of only 2 components which eventually will be produced locally.

This is the first attempt to assemble refrigerators in India almost entirely from parts of domestic manufacture. About 15,000 units have been assembled annually from imported components. Prior to 1957, demand for refrigerators was met principally by imports of complete units.—U.S. Consulate General.

U.S. exports of refrigerators to India during Jan.-Oct. 1961 amounted to 471 units, valued at $127,361.

German Abrasive Industry Becomes A Major World Producer and Trader

DUESSELDORF.—The German abrasive industry, nearly destroyed during World War II, now ranks second to the United States as a world supplier of abrasives.

Stimulated by the tremendous industrial expansion that has taken place within West Germany and by increased demand from worldwide markets, production of crude manufactured abrasives increased by about 35% from 1957 to 1960.

Crude abrasives in Germany are produced by 5 firms, of which 3 manufacture only aluminum oxide, 1 manufactures only silicon carbide, and 1 manufactures both kinds. Abrasive grain standards correspond to those in the United States.

Production of crude fused aluminum oxide is estimated at around 65,000 metric tons and of crude silicon carbide at about 18,000 metric tons in 1960. Although production data for boron carbide are not available, it is believed that annual output in past years probably has not exceeded 10 metric tons.

Estimates of domestic consumption of aluminum oxide place use for abrasive products at 65 to 70% of the total; refractories, 25 to 30%; and such small but increasingly important applications as non-slip, wear-resistant concrete floor and stair surfaces, the remainder. Of the total domestic consumption of silicon carbide, around 60% is used for abrasive products and 40% for refractories.

Exports Rise

German exports of abrasive aluminum oxide increased from 13,078 metric tons valued at $2,758,300 in 1957 to 16,548 tons, $3,105,000 in 1959; and further to 21,242 tons, $4,277,000 in 1960. Of the 40 or more countries to which this material is destined, the principal markets have included Switzerland, Sweden, Poland, Austria, Italy, and the Netherlands. In 1959, according to German statistics, the United States was the largest customer, shipments having risen in that year to 3,767 metric tons, valued at $491,200; from 320 tons, $78,300, in 1958. In 1960, exports to the United States totaled 3,253 tons, valued at $502,629.

Exports of silicon carbide increased from 3,526 metric tons valued at $1,257,400 in 1957 to 4,267 tons, $1,591,700, in 1958; declined somewhat in 1959; and rose further to 5,470 tons, $1,831,000, in 1960. In 1957, the principal markets were Poland, Italy, Hungary, Austria, the United Kingdom, France, the Netherlands, Switzerland, and Czechoslovakia. Countries of destination were not reported in the statistics after that year.

Exports of boron carbide in 1957 totaled 3.6 metric tons valued at $51,000. Shipments were destined to around 20 countries, principally France, the United Kingdom, Poland, the United States, and Austria. Beginning in 1958, boron carbide was not reported separately in the statistics.

Imports Increase

Imports of aluminum oxide do not account for an important part of domestic supply. In recent years they have been as follows: 1957, 507 metric tons, $77,600; 1958, 404 tons, $69,300; 1959, 539 tons, $93,800; 1960, 2,580 tons, $406,400.

Imports of silicon carbide, which represent a fairly significant part of the total supply, have been as follows in recent years: In 1957, 1,085 metric tons, $353,300; 1958, 1,576 tons, $524,500; 1959, 2,414 tons, $755,700; 1960, 3,505 tons, $964,800. Norway is by far the largest supplier; lesser sources of supply include Sweden and Italy.—U.S. Consulate General.

During 1957-58, U.S exports to West Germany of fused aluminum oxide, crude and in grains, averaged 25 short tons valued at $4,088. No exports were reported in 1959. In 1960, these totaled 93 tons, $30,064, according to U.S. Bureau of the Census figures.

U.S. exports of silicon carbide, crude and in grains, to West Germany rose from 110 short tons, $32,500, in 1957; to 171 tons, $66,332, in 1958; dropped to 62 tons, $26,799, in 1959; and further to 7 tons, $6,330, in 1960.

U.S. imports of fused crude aluminum oxide from West Germany were negligible prior to 1959. In 1959 they totaled 574 short tons, $57,992; and in 1960, 1,102 tons, $110,240.

Imports from West Germany of crude silicon carbide increased from 233 tons, $23,870 in 1958 to 396 tons, $47,050 in 1959; in 1960 they were 397 tons, $50,086.

Imports of artificial abrasive grain from West Germany have fluctuated widely in recent years. In 1960 they rose to 200 tons, $51,358, the highest level since 1956.

U.S. barley exports in July-November 1961 of 398,000 tons were 50% under 800,000 tons shipped in comparable 1960 period, the Bureau of the Census reports.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

February

12.—International Operations Conference, Edgewater Beach Hotel, Chicago, Ill. Sponsor: Central Region, Pharmaceutical Manufacturers Association. Commerce speaker: Assistant Secretary for International Affairs, Dr. Jack N. Behrman.

13.—Businessmen's conference with U.S. Trade Mission to Peru-Ecuador. St. Louis, Mo.

14.—Export Clinic, Greenville, Miss. Sponsors: Louisiana-Mississippi Regional Export Expansion Committee; Memphis REEC; Delta Council; Port of Greenville; Greenville Chamber of Commerce; Small Business Administration. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

14.—Export Trade Development seminar, Hotel Patton, Chattanooga, Tenn. Sponsors: Chattanooga Manufacturers Association, Chattanooga Chamber of Commerce, Regional Export Expansion Committee, Small Business Administration.

14.—Minnesota World Trade Association monthly dinner meeting, Hotel Normandy, Minneapolis, Minn. Speaker: Thomas H. Bivin, Chairman, Foreign Credit Insurance Association.

15.—Detroit World Trade Club monthly dinner meeting. Sponsor: Detroit World Trade Club, Inc. Commerce speaker: Dr. Peter T. Jones, Deputy Assistant Secretary for Trade Policy.

16.—Businessmen's conference with U.S. Trade Missions to Peru-Ecuador, and Chile. Biltmore Hotel, Los Angeles, Calif.

19.—Exportunities Workshop, Youngstown, Ohio. Sponsor: Youngstown Area Chamber of Commerce; Cleveland Regional Export Expansion Committee. Commerce speaker: Ernest Rubin, Bureau of International Programs.

21.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan, Board Room, Bank of America Bldg., San Francisco, Calif.

21.—New Orleans Export Managers Club monthly luncheon. Commerce speaker: William R. Hayden, Bureau of International Programs.

22.—Electrical Insulation Conference, Shoreham Hotel, Washington, D.C. Commerce speaker: Dr. Jack N. Behrman, Assistant Secretary for International Affairs.

22.—Buffalo World Trade Association monthly dinner meeting, Continental Inn, Buffalo, N.Y. Speaker: Robert E. Kern, member, Buffalo Regional Export Expansion Committee.

23-24.—Institute on International Business Transactions, Bellevue-Stratford Hotel, Philadelphia, Pa. Sponsor: Foreign Trade Section, Committee on International and Foreign Law, Philadelphia Bar Association.

26-27.—25th Chicago World Trade Conference, Pick Congress Hotel, Chicago, Ill. Sponsors: Chicago Association of Commerce and Industry, International Trade Club of Chicago.

28-Mar. 3.—International Automotive Service Industries Show. Navy Pier, Chicago, Ill.★

28.—Briefing session: Legal Problems in Doing Business With Japan. International House, 470 Atlantic Ave., Boston, Mass. Sponsor: Japan Society of Boston, Inc.

28.—Junior Chamber of Commerce dinner meeting, Radisson Hotel, Minneapolis, Minn. Speaker: Howard C. Peterson, Special Assistant to the President for Trade Policy.

March

1.—Monthly dinner meeting, Cheshire Inn, St. Louis, Mo. Sponsor: World Trade Club of St. Louis, Inc.

2.—Foreign Trade Seminar, Provident Tradesmens Bank and Trust Co., Philadelphia, Pa. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

5-9.—Annual convention, National Photo Dealers and Finishers Association, Conrad Hilton Hotel, Chicago, Ill.

6-7.—Conference for corporation executives: The U.S. Foreign Aid Program. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

Iran, U.S. Sign Agreement For Purchase of Wheat

Agreement has been reached between the Governments of the United States and Iran on a Title I, Public Law 480 program for sale of about 3.7 million bushels of wheat and/or wheat flour valued at US$6.4 million and for ocean transportation estimated at $1.1 million.

Proceeds from this sale are to be used for loans by the Agency for International Development (AID) to private U.S. and Iranian business firms; economic development loans; and for various U.S. uses.

Brazil . . .

(Continued from page 260)

pacity of 65,000 kilowatts, was installed at the Paulo Afonso hydroelectric plant of the Companhia Hidrelectrica do Sao Francisco, in Northeast Brazil, raising its capacity to 245,000 kilowatts.

The sixth group of generators, also with a capacity of 65,000 kilowatts, was installed at the Cubatao hydroelectric powerplant, near Santos, of the Sao Paulo Light S.A. This brings the plant's capacity to 390,000 kilowatts.

The first Brazilian zinc plant, scheduled for completion in 1962, was granted additional financing by the National Economic Development Bank. The plant being installed at Itaguai, State of Rio de Janeiro, by the Companhia Mercantil e Industrial Inga reportedly will initially produce 7,200 metric tons annually and supply 20% of domestic requirements. The calamine deposits of Januario and Vazante in Minas Gerais had not previously been developed because of the lack of an economic process for producing zinc commercially from this mineral.—U.S. Embassy.

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Export Expansion—A Basic Responsibility Of Commerce Field Offices

TO provide practical, business-like services to American firms interested in international trade the U.S. Department of Commerce Field Offices are staffed with experienced international trade specialists, who are prepared to provide current and authentic information on the opportunities and prospects in export trade. This service, available not only to those presently engaged in this trade but also to firms interested in developing such business includes information and assistance on:

Establishment of Foreign Market Connections, including lists of buyers and suppliers, with business information on such firms, and specific business opportunities.

Trends and Developments on economic and commercial conditions, exports, imports, and international finance.

Procedures and Documentation Requirements relating to import and exchange quotas and controls, import licensing regulations, tariff rates, and administrative customs orders affecting specific U.S. products.

Administration of Export Control requirements concerning licensing and documentation of export shipments and clearance in emergencies.

Foreign Government Procurements and current programs and services of the Agency for International Development and the Export-Import Bank.

Commerce Field Offices can be of help to you on your foreign trade problems; you are invited to make use of them.

Field Office Locations

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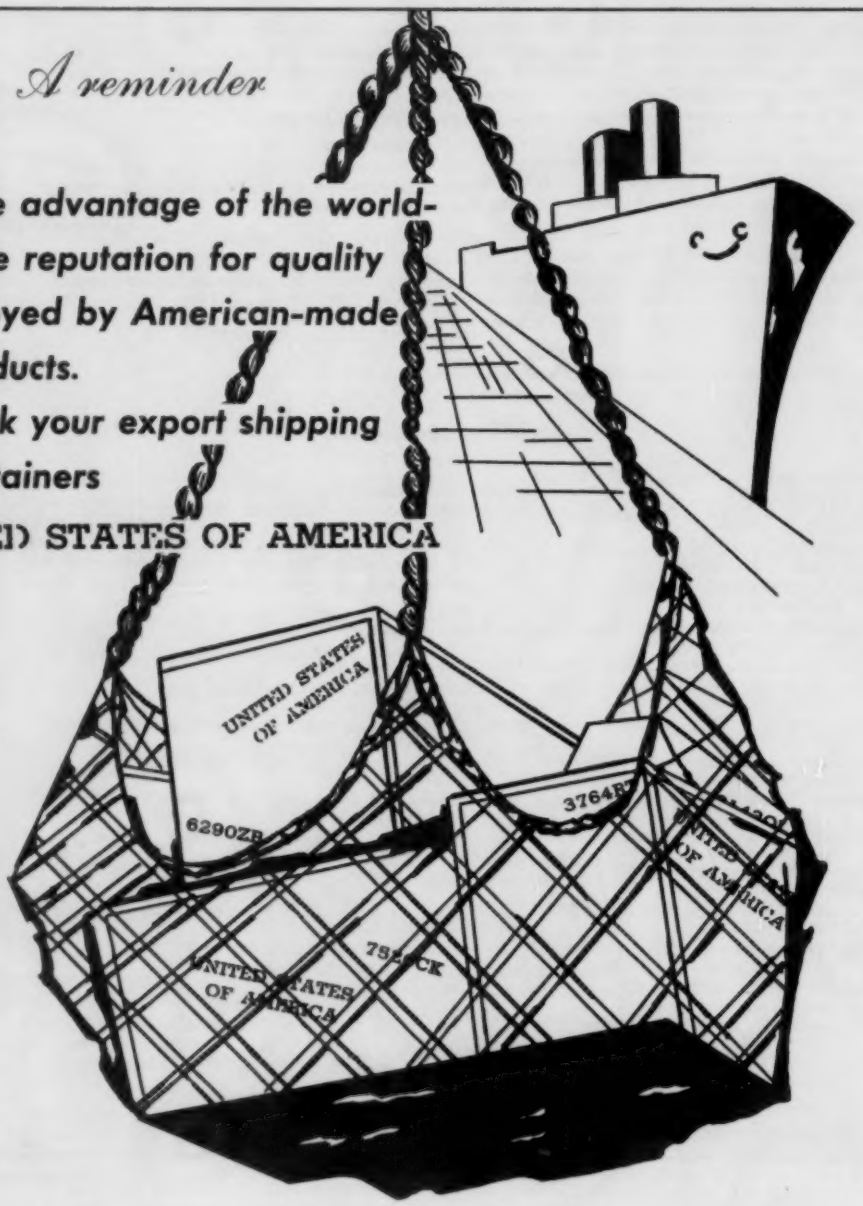
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